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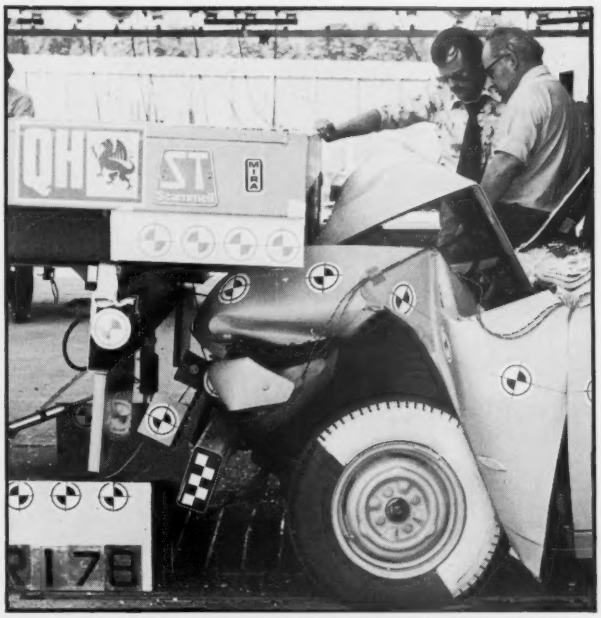

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4 May 1979

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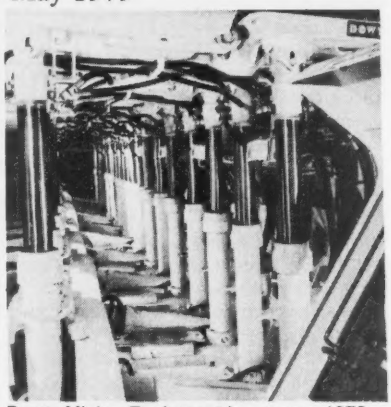

Dowty Mining Equipment has won a 1979 Design Council award for its Dowval hydraulic roof support system. Technical innovation is a feature of this year's design awards which we review on page 200.

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Because of rising production costs we regret we have to increase our cover price to 50p from this week. But by streamlining our subscription procedures we have kept the cost of UK subscriptions (including postage) down to £34.

Home news

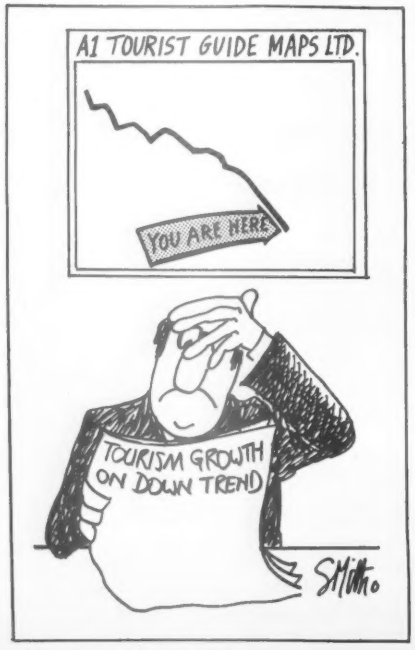
Growth in tourism decelerating warns BTA

Britain is unlikely to witness in the next few years the dramatic increases in tourist arrivals and earnings of the past decade. This warning comes from the British Tourist Authority which has published its strategic plan for the next three years. The authority explains that, while international travel and tourism continues to be the world's fastest-growing industry, there is a slowing of world economic growth coupled with increased competition from other lands.

The BTA points out that its last plan was produced in 1976 at a time of strengthening growth in all tourist markets. The oil crisis of 1973-74 had been overcome and, with the prospect of jubilee year ahead, world tourism trends were running in Britain's favour. The latest plan is presented in a less optimistic world scene.

Growth of tourism to Britain from most parts of Europe has for the moment ceased, although the long-haul markets – particularly the United States – are stronger. But, says the BTA, there is now a better understanding in government circles of the importance of tourism to the economy, particularly in respect of foreign exchange earnings and employment. There is also evidence of a much more positive public response and recognition that the benefits of tourism outweigh the disadvantages which may arise from future growth.

The task in the next three years will be to maintain momentum, ensure better use of existing capacity and prepare, through marketing and product development, for future expansion.



The present pause in growth gives both an opportunity and a warning, says BTA. The opportunity is to build on the now-established and large new source of wealth which tourism has brought to Britain. The warning is that some of the older-established markets may have little further growth in them and that new markets, new services and new techniques must be sought and developed.

The BTA records that during the past year there has been increasing confidence among developers throughout the world in Britain's tourism prospects. Shorter working hours and increased leisure time give the opportunity of seeing more of one's own country. But, for the main holiday, the increasing desire is to visit new lands, especially those far away.

Holiday-taking within Britain by the British has shown little or no growth for some years. Travel abroad by the British has risen and is still rising, making incoming visitor traffic of increasing importance.

International competition is becoming fiercer. Travel trends and patterns are changing rapidly. Britain's basic attractions and resources are strong in their longer-term appeal. The threat to growth lies in not maintaining standards and value for money and failing to provide the service and packages which the market needs.

If BTA is to achieve its objectives, which are to increase foreign exchange earnings and to spread visitor traffic throughout Britain and throughout the year, growth in the number of overseas visitors and in their expenditure is essential. The basis of the BTA plan is that tourism is a natural and timely development for Britain to invest in and one to which considerable priority should be given. Current growth patterns, which indicate greater spending by overseas visitors than by domestic visitors or by British travellers abroad, could have important implications for the British trade and for British resorts.

But, stresses the BTA, current growth trends from established markets are not sufficient to maintain the existing base and the rate of spread of traffic to the regions which has been attained over the past four years. The strength for Britain of overseas tourism lies in a wide and increasing range of markets and in the international organisation of BTA, which is capable of great flexibility.

Strategy needs to be continually more selective. Marketing must concentrate on those countries which have the best potential for growth and the best propensity to spread traffic. Marketing is a key to success in attracting international tourism. But it is not the only factor. The creation of a favourable economic climate by government and the necessary enterprise by the trade to ensure value and satisfaction for money must be developed in partnership with the lead which marketing must give.

Copies of the BTA's publication 'International tourism and strategic planning' are available from the British Tourist Authority, 64 St James's Street, London SW1A 1NF, price £1.00.

Tenders sought for hydrographic ships

Tenders are being sought for the construction of three coastal survey vessels for the Royal Navy hydrographic fleet so that it may undertake extra survey work for civil purposes, the Department of Industry announced on 27 April. The aim is to expand the fleet by up to six vessels. Preparations are also being put in hand to commission certain commercial surveying work from private firms. This will enable progress to be made with additional surveying while the new vessels are being built.

These measures are being taken following the government's decision to carry out a substantial programme of surveying work over the next 10 years or so to cover civil needs. The object is to improve the state of hydrographic knowledge of important areas of sea around the United Kingdom and to deal particularly with requirements created by deep-draught merchant vessels.

Inquiries: commercial surveying work, Mr J. Hall, tel. 01-430 5210; construction of ships, Director General, Ships, Ministry of Defence, Fox Hill, Bath, BA1 5AB.

Liferafts: seafarers warned

Owners, masters, skippers and seamen of merchant ships, fishing vessels and private yachts are being warned of the danger in using rubber-proofed cotton liferafts. In a new 'M'

notice, the Department of Trade reminds seafarers that where the inflatable chambers or floors of liferafts are made of rubber-proofed cotton fabrics the rafts are vulnerable to deterioration. Regulations made in 1977 require all such rafts to be replaced by 30 June this year.

An earlier 'M' notice recommended that cotton rafts be destroyed or, where used for training purposes, be marked 'scrapped'. The current notice emphasises that cotton liferafts could present a serious risk to life if used as safety equipment on board any vessel.

'M' notice M885, 'Replacement of rubber-proofed cotton liferafts', is available from Marine Division, Department of Trade, Sunley House, 90-93 High Holborn, London WC1V 6LP.

Bread prices frozen during investigation

Price increases of 6.41 per cent proposed by RHM Bakeries and 6.26 per cent by Allied Bakeries are to be investigated by the Price Commission. The decision to investigate means that bread prices are frozen while investigations proceed, unless the commission decides to allow interim increases in the meantime, it was announced on 26 April.

RHM and Allied had notified the commission of an increase over the whole range of bread which, if implemented, would have meant an extra 2p on the 800 g standard loaf and 1p on the smaller loaf. After considering the proposed increases the commission decided that they should be the subject of investigations under section 4 of the Price Commission Act 1977. The Secretary of State for Prices and Consumer Protection was advised.

In considering possible interim price increases the commission will take into account the results and financial situations of both the milling and baking interests of the two companies. The investigations are due to be completed in August: RHM on 5 August and Allied on 11 August.

Anyone who wishes to make representations to the commission should write to the Secretary, Price Commission, Market Towers, 1 Nine Elms Lane, London SW8.

. . . but cement price increases can go ahead

The Price Commission has recommended no further restriction on price increases proposed by Rugby Portland Cement Co Ltd (RPC).

The recommendation is made in a report to the Secretary of State for Prices and Consumer Protection, published on 24 April (HMSO, £1.25).

The company was permitted under the safeguard regulations which applied during the investigation to implement in full the increases proposed. The commission has recommended no further restriction on the increase sought.

The commission makes a number of observations in the report about the pricing policy of the UK cement industry, including the calculation of average 'basing-point' prices, the adoption of a common basing-point price and the level of allowances to customers who collect cement themselves.

The pricing policy of the industry is determined by the Cement Makers' Federation, and the Department of Prices and Consumer Protection is to draw the attention of the federation to the matters raised in the report. No restrictions on the prices of RPC's cements are recommended in the report, although the commission comments on some aspects of the company's performance and takes the view that in some respects it has been less than fully efficient.

The investigation of RPC's UK cement activities, says the commission, has shown that the company has been successful in maintaining good industrial relations with its labour force. Despite a contraction of the market the company has improved its market share from 14.5 per cent to 16.5 per cent from 1973 to 1978.

In deciding not to recommend any future restrictions on prices, the commission has taken into account the company's relatively modest level of profitability in the United Kingdom in recent years, the time needed – years rather than months – for major action already in hand or proposed to show up in financial results, RPC's large capital expenditure programme and the continuing need for cash.

The commission says that at the time of RPC's next intended price increase it will look very closely to see what genuine improvements the company has set in hand to improve its efficiency.

New Seajet service between Brighton and Dieppe

Jetlink Ferries introduced its cross-channel service on 27 April and expects to carry some 255 000 passengers between Brighton and Dieppe by the end of the year. Seajet needs only 100 minutes to cover the distance from port to port. During the coming months it will make three round trips every day between Brighton and Dieppe. One of the features of the new service is the fast link it opens up between London and Paris. Using direct rail travel at either end, passengers will be able to travel city-to-city in only five and a half hours – or in four hours between Brighton and Paris.

Prince Charles opens £87m Jubilee line

Prince Charles examines murals on platform walls at the new Charing Cross underground complex in London when he officially opened the Jubilee line on Monday (30 April). The £87 million Jubilee line runs from Stanmore to Charing Cross. It comprises a new stretch from Baker Street to Charing Cross and the old Bakerloo line section from Baker Street to Stanmore.

Industry and the environment awards

The Business and Industry Panel for the Environment is again looking for projects which demonstrate social responsibility by preserving or enhancing the environment.

In general, recognition will be given to those entries which demonstrate, in a corporate sense, an enlightened attitude and approach towards the environment beyond statutory requirements or commercial necessity. Achievements will be measured against one or more of the following criteria: they should be financially viable, with a good life expectancy and plans for on-going activity; they should be aesthetically pleasing and also provide a congenial working environment; they should show evidence of environmental consideration, which could include attention to pollution control, energy conservation and other resource-saving practices, and community-education measures. There should be an endorsement by the community of the initiative and imagination which have been used.

Entries in 1979 are invited in respect of any commercial or industrial undertakings in the UK, new, improved or rehabilitated. They may be sponsored or submitted by private or public bodies or charitable organisations. They should be for projects or activities, large or small, which are substantially occupied or operational by mid-1979. There will be up to five premier awards, in the form of commemorative plaques, and up to 10 certificates of commendation to be given on the recommendation of the panel's judges.

The scheme, now in its fifth year has produced more than 250 entries in the past and has recognised a diversity of projects and activities.

Submissions, which should be received by 30 June, should include brief descriptive details and photographs or other relevant material in support of the entry's relevance to the criteria. Competitors should indicate, when making their entries, the name of a person whom the panel can contact for further information. No special entry forms are required, but further information is available from David H. Broadbent, Chairman, Business and Industry Panel, 14/15 Lower Grosvenor Place, London SW1W 0EX, tel. 01-828 4661.

Scottish upholsterer promises better behaviour

Margaret Melrose, who is the proprietor of Classic Upholstery Service, East Lothian, has promised Gordon Borrie, Director General of Fair Trading, that she will treat her customers fairly in future.

In asking for these assurances under part 3 of the Fair Trading Act, the director general took into account 17 complaints made between August 1974 and October 1978. Customers throughout the border area complained that they were sold faulty goods, that furniture repairs and re-upholstery work were not carried out properly or within a reasonable time and that compensation was not paid for unsatisfactory repairs.

Mrs Melrose has promised to maintain close contact with the relevant consumer protection departments in the future and to keep them fully informed of any dispute arising between herself and a customer.

More time to examine estate agents' charges

More time has been given to the Price Commission for the completion of its examination into estate agents' fees and charges. Particulars of the variation, which was made on 20 April, are as follows:

'Whereas on 17 November 1978 the Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977, gave a direction to the Price Commission requiring them to examine and, before 16 June 1979, to make a report to him on a question relating to charges, costs and margins of estate agents with particular regard to charges, costs and margins in relation to sales and purchases of domestic property.

Now the Secretary of State, pursuant to section 10(3) of the act and after consulting the Price Commission and the Director General of Fair Trading, hereby varies the said direction as to require the Price Commission to make the said report before 31 July 1979 instead of before 16 June 1979.'

Consumer credit licence renewals start soon

Applications to renew Consumer Credit Act licences will be invited progressively from 3 May onwards, Gordon Borrie, Director General of Fair Trading, announced on 19 April. He also announced a revised scale of licence fees coming into effect on 1 May.

Since the summer of 1976 the Office of Fair Trading has issued over 70,000 licences under the act. The earliest licences issued were effective from 3 August 1976 and are valid for three years and will, therefore, expire on 2 August 1979 unless proper application is made for renewal, together with the correct fee.

As licences approach their expiry dates, the Office of Fair Trading will send licence-holders renewal reminders, application forms and guidance notes in ample time for them to make their applications. It is important that a renewal application is made during the period specified in the renewal round.

If an applicant wishes to renew his licence in exactly the same terms as his first licence, he will need to do little more than sign the first part of the form. If he wishes to change the terms of his licence the second part of the form will be used – basically requiring only a simple statement of the terms sought for the renewed licence.

Over the next three years it is intended that, as far as possible, renewed licences should reach traders before their existing licences expire. If this is not possible, the Office of Fair Trading will notify an applicant in writing that his existing licence will continue in force until a renewed licence is granted or – in the case of a renewed licence being refused – until the period for an appeal against the refusal has expired.

Earlier this year, the Secretary of State for Prices and Consumer Protection and the Treasury approved a new scale of fees for licences under the act. The one-category standard licence for a sole trader is reduced from 1 May (from £45 to £40) and one-category standard licences for other applicants increase by £10 to £55. The fee for each additional category of business activity will remain at £10.

Group licence fees have been adjusted to relate them more closely to the costs involved and to the number of persons or businesses covered by a group licence. There is no change in the exemptions from fees granted to debt adjusters/counsellors who make no charge in connection with any of their services; to certain loan societies; to friendly societies, and to credit units in Northern Ireland. Fees for use of the consumer credit public register are also increased from 1 May.

Clearance of merger proposals

The Department of Prices and Consumer Protection announced last week that the Secretary of State for Prices and Consumer Protection had decided, on the information before him, not to refer the following proposed mergers or acquisitions to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:

HAT Group Ltd Glass/Metal Holdings Ltd.

EMI Ltd/United Artists Records Ltd.

Johnson and Firth Brown Ltd/certain assets of Dunfold and Elliott Ltd.

Official appointments

Leo G. C. Curran has accepted an invitation to become a full-time member of the board of British Shipbuilders, the Department of Industry announced on 24 April. He will have responsibility for engine-building and general engineering. Mr Curran, who is 48, is to be released from his duties as managing director of Plessey Hydraulics International.

Clare Holtham has been appointed to the Cinematograph Films Council as a member representing exhibitors of cinema films. The appointment, made by the Secretary of State for Trade on 27 April, follows the death last December of Hugh Orr and is for the period ending 31 December 1979, when the appointments of all members fall due for renewal.

Nationalised industries: Post Office contacts

The following names should be added to the list of executive contacts published on page 12 of the special report on nationalised industries' exports (*Trade and Industry*, 23 February):

A. J. Reid, Postal Operations Department, Overseas Post Division, PO4, Postal Headquarters, St Martins le Grand, London EC1A 1HQ, tel. 01-432 1575.

C. N. Rose, British Postal Consultancy Service, Postal Headquarters, Mechanisation and Buildings Department (5), St Martins le Grand, London EC1A 1HQ, tel. 01-432 5563.

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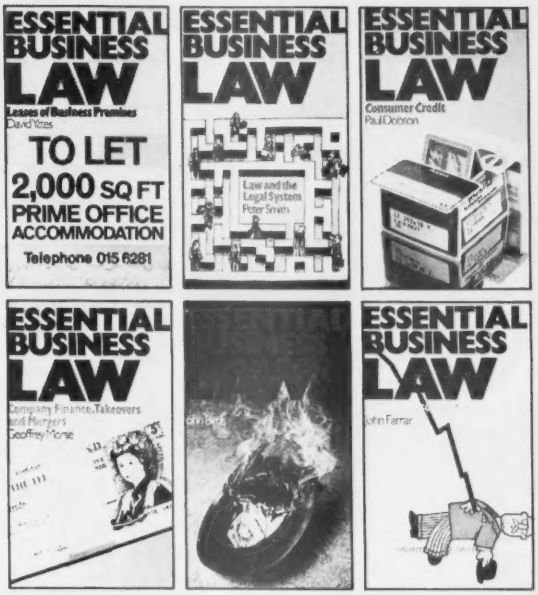

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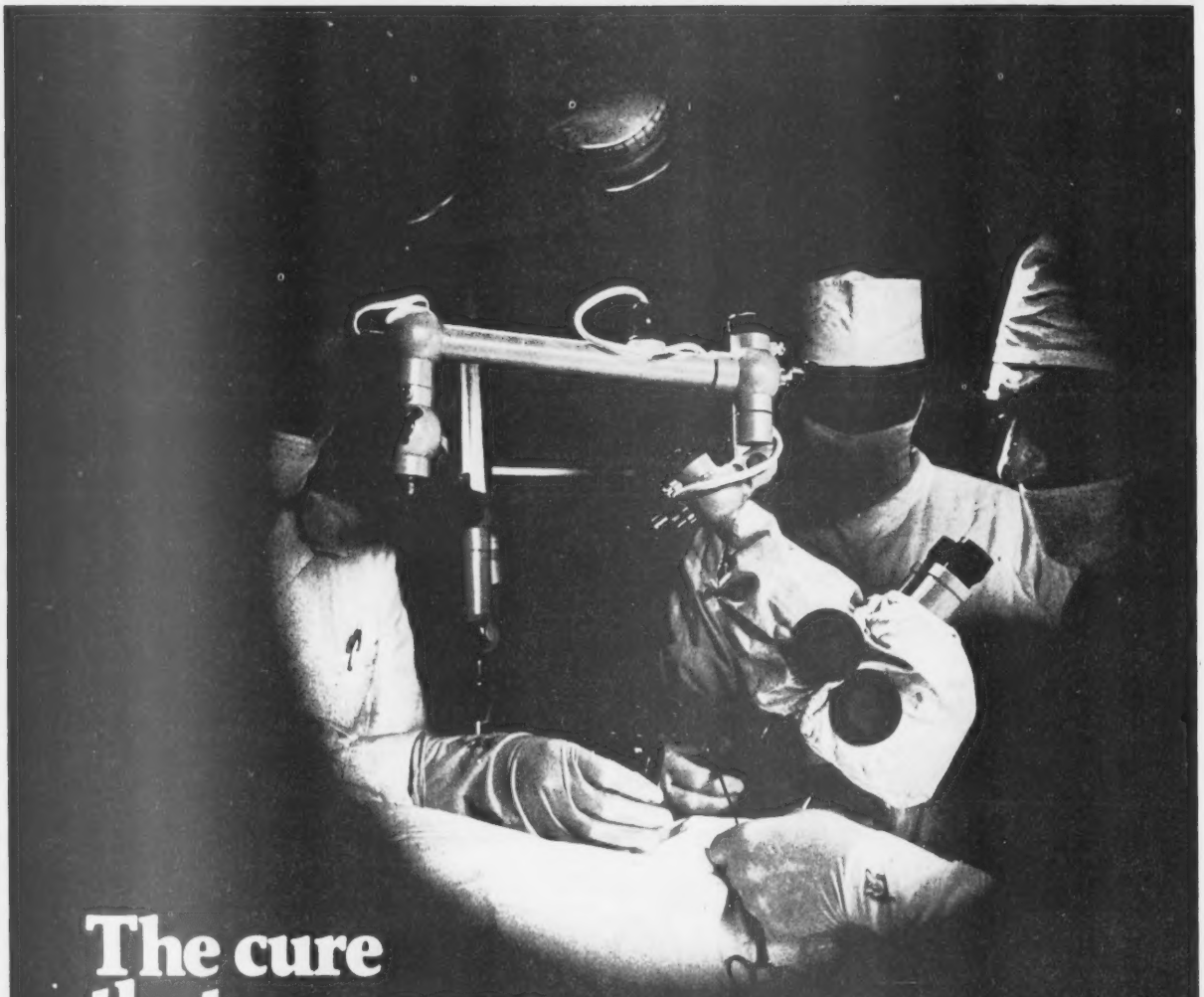

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Technology news

Light-weight missile system successfully tested by BAe

Part of the development of a light-weight Sea Dart system, a British Aerospace Dynamics Group Sea Dart missile has been fired successfully from a box launcher. All the objectives of the trial, which was carried out from shore at the Aberporth firing range, were achieved, including confirmation of the box design.

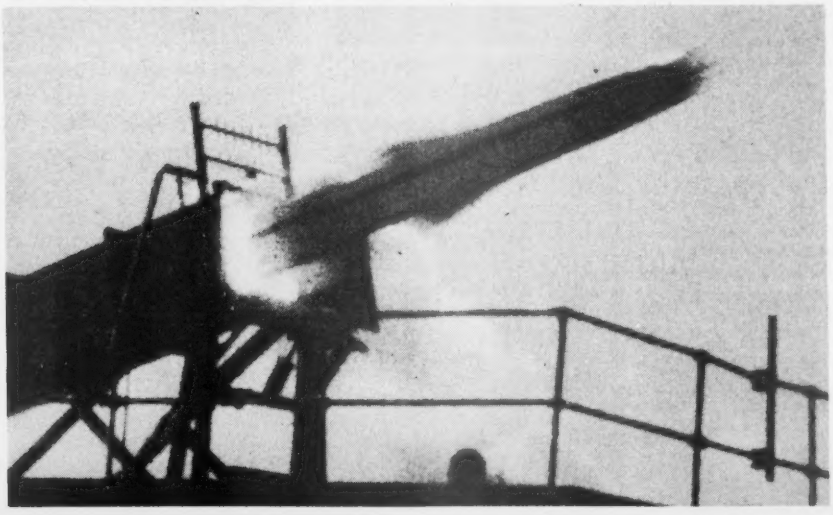
The system is being developed by British Aerospace Dynamics Group as a private venture. Suitable for ships down to 300 tons or as an additional fit for larger vessels, it uses the well proven Sea Dart missile to provide a weapon system capable of performing the triple role of anti-ship, anti-aircraft and anti-missile defence. This avoids the complexity and logistic problems of fitting and operating the two or three weapon systems otherwise needed to provide this capability.

Light-weight Sea Dart uses a simple sealed storage/launcher box, normally mounted in groups of four, together with an illuminating radar equipment and fire control system installed in association with modern light-weight high-performance surveillance and tracking radars. The system is simple to operate and maintain. The missiles can remain on board ship for up to about two years and during that time they do not need maintenance.

Sea Dart is a semi-active radar homing missile. A tandem-mounted solid fuel booster motor accelerates the missile to high supersonic speed and is then jettisoned. A ramjet sustainer motor takes over for the remainder of flight. Illumination radar signals reflected from the target are received by the missile homing head and the missile homes on to the target by proportional navigation techniques.

The light-weight Sea Dart launcher was engineered at British Aerospace Dynamics Group, Bristol. Principal sub-contractors on the development of the light-weight Sea Dart system are Marconi Radar Systems and Sperry Gyroscope.

First firing of Sea Dart from box launcher proves successful.



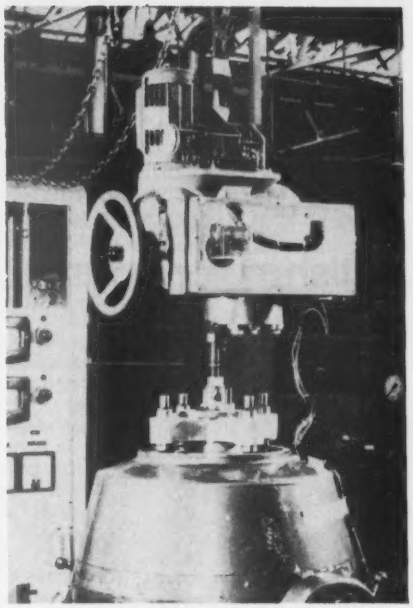
Electric actuator developed to withstand earthquakes

Problems could arise if control valves did not operate efficiently in a critical area of nuclear or conventional power plants in the event of seismic disturbances. For just such situations, Hopkinsons Ltd of Huddersfield has completed the development of an electric rotary actuator that will withstand vibrations caused by an earthquake.

The actuator performed satisfactorily before, during and after seismic tests by the Mechanical Engineering Laboratory of GEC Power Engineering Ltd. Test acceleration levels of 3 *g* horizontal and 1.5 *g* vertical were employed, far in excess of the ground motion acceleration levels suggested in IEEE standard 344 – 1975.

The equipment was vibrated separately in three mutually perpendicular directions: fore and aft, side to side and up and down. In the first exploratory test resonances were found in parts of the equipment, during a frequency sweep from 1 to 33 Hz at 0.2 *g*. These were overcome by two modifications: a bracket was fitted to improve stiffness of the valve position indicator; and the output shaft movement was reduced by the fitting of shims both above and below the thrust bearing.

Further proof tests were carried out at 8 Hz, 12.5 Hz, 23 Hz and 33 Hz for a minimum of 30 seconds with a zero to peak acceleration of 3.0 *g* in the fore to aft and side to side directions, and a zero to peak acceleration of 1.5 *g* in the vertical direction. These figures are almost 10-times greater than the 0.33 *g* (horizontal and 10.21 *g* (vertical) recommended by IEEE for ground level accelerations.



Hopkinsons' 400 Nm output torque rotary actuator on the acceleration test rig.

May closing date for hydrocarbon projects

A closing date of 31 May has been announced by the European commission for the fifth round of interest-free loans for new technological developments in the exploration, production, transport and storage of oil and gas hydrocarbons. At least £13.5 million will be available for loans of between 30 and 40 per cent of project cost.

Firms submitting projects must be able to demonstrate competence and good financial backing. Contracts for selected projects will be negotiated at the end of the year (see *Trade and Industry*, 16 February, page 308).

Technological innovation wins 1979 design awards

Innovation and the application of high technology characterise many of the British products selected for the 1979 Design Council awards. Culminating with the awards for consumer and contract goods on 26 April, the council has made awards to the British motor industry, co-sponsored by the Society of Motor Manufacturers and Traders, and for engineering products and components. All the award-winning products will be featured in special exhibitions at the Design Centre, London, from 1 May to 2 June, and at the Scottish Design Centre, Glasgow, from 26 June to 21 July.

British motor industry

Versatile van body

Boally Ltd of Congleton, Cheshire, designed its award winning Linkliner aluminium vehicle body to improve the efficiency of deliveries to 'high street' shops. Sliding doors on each side of the load carrying platform, and a roll-over door at the rear, give complete access to the inside of the vehicle body which can be fully loaded by a lift truck in about 15 minutes. It is the second design by the company to receive an award.

Order picking platforms can be fitted along each side of the vehicle deck to provide the delivery driver with a safe walk-way while assembling the exact order for each shop. A door, hinged to the trailing edge of the leading sliding door on each side of the Linkliner body, allows access to the inside at all times even in the event of a slipped or misplaced load. A roof mounted cargo retaining system can be fitted because the weight of each side access door is taken on a set of nylon runners secured to each side of the vehicle platform.

Champions' engine

Cosworth Engineering Ltd of Northampton won an award for the design of the DFV formula 1 racing engine which has been the power unit behind 119 grand prix victories in the past 11 years. Its creation was made possible by the Ford Motor Company placing a £100,000 design contract with Cosworth for a 3-litre formula 1 engine because designer Keith Duckworth had shown that he could design successful racing engines based on volume produced parts supplied by Ford.

Unlike engines developed by most overseas racing car builders for their own exclusive use, the DFV engine was designed as a power unit which could become part of the stressed chassis structure so permitting many different types of chassis to be used. A normally aspirated V8 four-stroke engine, the DFV has four inclined valves in each cylinder and is lubricated by a dry sump system incorporating twin scavenge pumps and centrifugal air separator.

In 1978 the DFV engine was made generally available at a fraction of the cost of buying formula 1 power units elsewhere or developing an alternative engine. Out of the first limited batch of seven DFV engines, Cosworth has developed a business which has supplied 325 power units to formula 1 teams of all nationalities and several millions of pounds in spares for their maintenance.

Easy wheel balancing

Laycock Engineering Ltd, Sheffield, has received an award for the design of the Motobalance 5000 off-the-vehicle wheel balancer. With the wheel in position on the machine, all the operator has to do is to dial the wheel diameter and the rim width into the machine's computer before pressing the start button. The complete cycle of spinning the wheel to a constant speed, measuring the out of balance forces and stopping the wheel is done automatically.

All the information regarding the value of the balance weights and their positions on the wheel rim is provided on a clear digital readout. The complete operation, including the accurate placing of the balance weights, takes only a few minutes.

With a good record of export achievement behind it, the Motobalance 5000 is now being made available to the British garage trade for as little as £3 a day under a new rental plan as an alternative to outright purchase.

Safe transfer of petrol

A fuel tank drainer which ensures safety when emptying petrol tanks of cars prior to the start of repair work won an award for Britax (Dynasafe) Ltd of Bolton. This simple piece of equipment uses a rapid delivery hand pump to transfer the fuel from a car to a totally enclosed mobile tank in which it is stored safely until completion of the repair allows the fuel to be pumped back into the car's fuel tank.

A specially designed anti-flash device is incorporated on the suction pipe to prevent a dangerous build-up of static electricity during the pumping operation. In addition, earthing cables to connect the car and the receiver tank to ground are supplied.

This equipment has been approved by various authorities and the Department of the Environment.

Standard parts for vehicle cabs

The ingenious design of Motor Panels (Coventry) Ltd's standard panel concept has won the company an award. It allows wide variations in commercial vehicle cabs to be made from many common parts. About 40 per cent of the commercial vehicle manufacturers in Britain use the MP standard panel concept for part of their cabs.

A normal control cab, special purpose cab, a crew cab, a day cab and a sleeper cab can be made using a high proportion of common parts such as the door panels which are identical for each of these cab models. Wide cabs, narrow cabs, high cabs and low cabs also can be assembled from these panels.

The system reduces the investment required by individual manufacturers. Smaller, independent vehicle manufacturers can take advantage of the market sectors not normally catered for by the large manufacturers and the manufacturer of volume produced commercial vehicles can move, at low cost, into specialist sectors of the market.

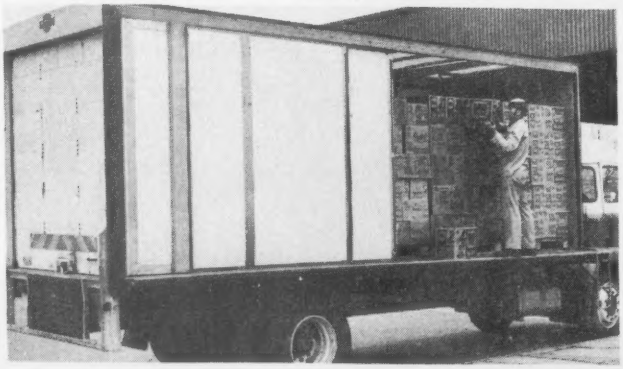
Cushioning the crash

Quinton Hazell Automotive Ltd's award winning design of an underrider can give significant protection to the occupants of motor cars involved in rear-end collisions with commercial vehicles. When fitted in place of the traditional rigid under-run bar, the energy absorbers within the hinged framework

Laycock's wheel balancer completes the job in a few minutes.

Anti-static device makes the Britax tank drainer safe.

Deliveries to shops are easier with Boally vehicle bodies.



Engineering products

Access to the Midi-bus is easy for the elderly.

Quinton Hazell's 'Underider' minimises crash damage.

of the Quinton Hazell 'Underider' progressively controls the underrun of the motor car.

Designed to fit most commercial vehicles and trailers, the Underider helps to minimise crash damage to the commercial vehicle and thereby reduce its time off the road. Also it will reduce accidental damage when reversing through narrow gates or up to loading bay walls.

Car trailer

A design commendation for a prototype not yet in production was given for the Versi-Trailer of U-Tow Trailers, Hull. Designed for towing behind the increasingly popular 'hatch-back' type of small car, this trailer incorporates many novel features. Its easily detachable glass fibre body can be lifted on to a 'load carrier' roof rack to leave the trailer chassis free to carry an inflatable dinghy for a day's outing by the sea. The lid of the glass fibre box can be detached and used as a picnic table. Alternatively, a purpose designed wire basket and cover can be fitted to the box lid to increase the carrying capacity of the trailer.

High or low cabs can be assembled from MP's standard panels.

Low-step country bus

Vauxhall Motors Ltd's prototype Bedford JJL Midi-bus, developed in association with Marshall of Cambridge (Engineering) Ltd, was commended. Conceived to meet the increasing demand for 'dial-a-ride' and short distance country to town journeys, it is the first bus body purpose-designed by Vauxhall Motors.

The result is an attractively proportioned medium-size bus with a low step and wide entry to make access easy for old age pensioners or housewives with children and shopping. Large, well proportioned windows provide standing passengers with good all-round visibility without stooping. Detailed attention has been given to the rear engine layout and its enclosing covers to make them easily removable for maintenance.

Safer piling

W. A. Dawson Ltd of Luton has won an award for a sheet pile threader which makes piling operations on construction sites a much safer job. It is a mechanical device which replaces one of the most hazardous manual jobs in the construction industry.

The interlocking of steel sheet piles is a manual operation on most construction sites and quite apart from the possibility of a 'top man' losing a few fingers in the process, he is likely to be swept from his precarious perch on the piles. The Dawson sheet pile threader eliminates these dangers because the complete operation of handling the device on to the pile to be pitched can be accomplished at ground level. Once in position, the device guides the pile up to the top of the pitched pile and powerful springs interlock the edges of each pile. The new pile can then be correctly pitched and piling operations can continue unabated in spite of quite severe wind and weather conditions.

Phototypesetting by laser

Lasercomp System 3000 is Monotype International Ltd's award winning high speed phototypesetter used for printing newspapers and other periodicals. It is the only phototypesetter in the world to use a laser to construct the characters of a word in true typographical form and with excellent clarity at speeds up to 1000 newspaper lines a minute.

A mini-computer processes instructions in terms of text composition and layout and also controls the generation of each character from stored information. The combination of the laser and minicomputer enables a printer to program and print one page of an eight-column newspaper in only 13 minutes; the actual printing time is 4 minutes. Lasercomp can be programmed to print different languages on the same page at the same time.

Best quality telecine

Rank Cintel Ltd won an award for the design of the Cintel mark III 'Flying spot' telecine which converts cine film into a colour television signal ready for transmission. This equipment has gained an international reputation for producing the best quality television pictures possible from film.

This quality is achieved by 'flying' a spot of light across the film as it is moved at a steady speed by a special form of film drive which does not rely on the perforations at the edge of the film. It can handle super 8, 16 and 35 mm film as well as still slides on the same transport mechanism by the simple interchange of one element known as the 'vision gate'.

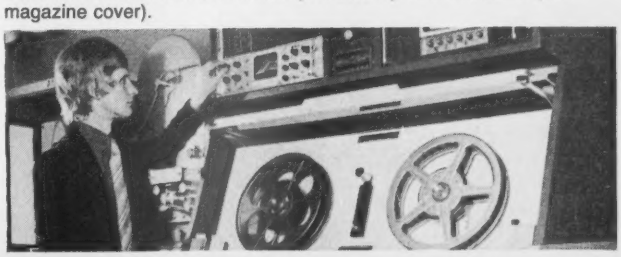
Versatile sea truck

Series 5 Sea Truck, a general purpose craft for the fast movement of freight or passengers across tidal estuaries or shallow rivers, won an award for Rotork Marine Ltd. The buoyancy built into the glass fibre hull exceeds the maximum displacement of the craft which is vir-

Dawson's pile threader replaces hazardous manual job.

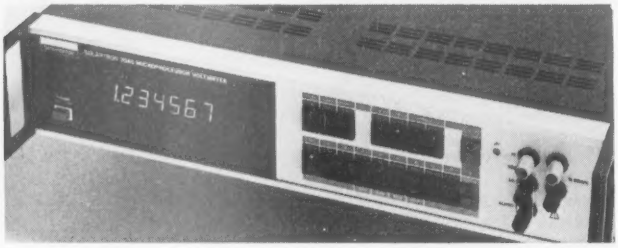
Up to 1000 newspaper lines/minute can be constructed on Lasercomp.

Best film-to-television conversion provided by Cintel telecine (see magazine cover).



Rotork Marine's Sea Truck is virtually unsinkable.

A variety of information can be computed on Solartron's digital voltmeter.



tually unsinkable even when badly holed.

A bow ramp affords direct access to the sea for diving operations or to the shore when the Sea Truck is used as a roll-on/roll-off ferry. The shallow draft of the hull allows the craft to operate successfully on inland waterways, especially when fitted with a waterjet propulsion unit. The versatility of the craft as an able workhorse of the sea has been proved by its use as a survey vessel, diving tender, medical auxiliary craft and port authority tender.

A computing voltmeter

The Solartron Electronic Group Ltd has won an award for its 7055 and 7065 digital voltmeters which are to the industrial user what the pocket calculator is to the accountant. For the electronics laboratory technician this instrument will compute a variety of information using the measurements of voltage and resistance as the base data. With the addition of a microprocessor and technically sophisticated circuitry, if offers eight different programs to enable the user to convert measured values into useful calculated data. A ninth, but non-processing program, brings all measurements and processing under comprehensive time control.

Collating made easy

An all-purpose collator, designed by award winners Watkiss Automation Ltd, the WA/25 will collate single or folded sheets of printed paper into books or sets for distribution. As it is a rotary collator, it takes up very little floor space and the operator is able to walk around the machine to replenish individual bins in complete safety. The machine is capable of collating different thicknesses, finishes and sizes of paper simultaneously and without the need for constant adjustment.

Engineering components

Safe roof supports

The design of the Dowval hydraulic system, which is used for the control of powered roof supports essential in the longwall mining of coal underground, won an award for Dowty Mining Equipment Ltd. The system takes account of the stringent safety requirements of the mining industry while effectively exploiting existing technology to improve productivity at the coal face.

In the longwall method of mining it is necessary for the powered system of roof supports to advance at a rate which is commensurate with the travelling speed of the fastest power loader. By using an arrangement of control valve modules to provide different systems of control, safety of the operator is improved. The reliability of the system has been proved in practice and, together with its ease of maintenance at the coal face, this helps to minimise losses in coal production.

This award is the Dowty Group's third Design Council award in five years.

Live cables jointed

GEC-Henley Ltd has won an award for the design of the Safe-T live electricity supply jointing ring connector. The first ring connector to be made in commercial quantities in the UK, the connector fits a wide range of cable types and diameters enabling service connections to be made safely, quickly and without interruption to existing electrical services.

The connection is made by stripping the outer protective cable sheath, separating the inner cores using plastics spacers, encircling the spaced cores with a 'bracelet' and tightening an insulation piercing screw on to the live core. A specially designed and fully insulated hand-tool allows the final live connection to be made in complete safety. The total operation, including the encasement of the joint, takes only 35 minutes compared with up to four hours using traditional methods.

Better floodlighting

Thorn Lighting Ltd won its award for a compact source iodide (CSI) sealed beam lamp, an excellent example of high technology in floodlighting design. The CSI lamp, which is of single-ended construction, is mechanically pinch sealed on specially designed, semi-automated machinery. The lamp is very compact and is ideal for mounting in groups on floodlighting towers, and is light enough in weight for mobile applications.

The tube can be produced in quantity with consistent quality and substantial savings in cost. A mixture of selected metal halide additives and mercury to emit radiation closely simulating that of the sun are contained within the lamp to give it a luminous efficacy of 90 lumens/W. It is small enough to be placed at the focus within a sealed beam optical enclosure of only 205 mm diameter.

Linear measurement

Newall Electronics Ltd's award was for the design of the Spherosyn linear displacement transducer which measures the linear displacement between two parts of a machine.

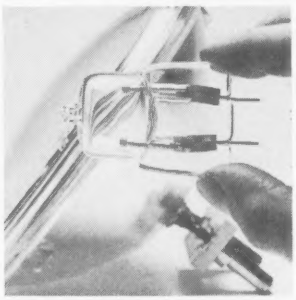
Variations in the magnetic field, as an arrangement of magnetic coils in an enclosing sleeve move along a non-magnetic stainless steel tube containing balls of magnetic steel, are electronically translated to provide either a display of the movement or to feed position information into a control system which may be part of a numerically controlled machine tool.

The mechanical simplicity of the Spherosyn enables it to be fitted without difficulty to machine tools already on the shopfloor to improve the accuracy of machining operations and thereby reduce scrap. Its simple mechanical design also ensures that the transducer maintains the accuracy of its measurements under the most arduous workshop conditions. The equipment is unaffected by vibration.

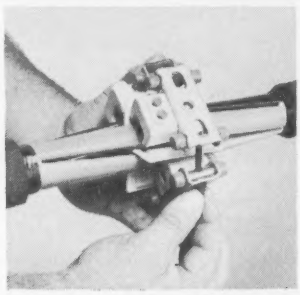
Power unit with many uses

Petters Ltd's AC2 air-cooled diesel engine won an award because its design represents a significant advance in small diesel engine design. The compact size of the engine, its low weight and abnormally wide speed range have extended the use of diesel power in industrial, agricultural, marine and generator applications. In addition, it has been successfully used in over-cab vehicle refrigeration units.

The most significant features of the design are two cylinders of small swept volume, of oversquare bore

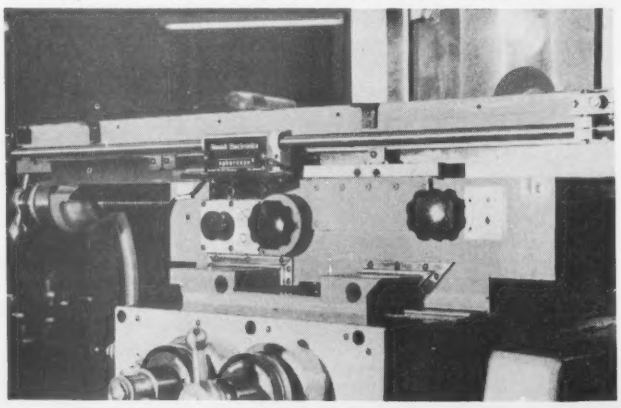


Iodide sealed beam lamps are mass-produced with consistent quality.



Connections made without interrupting electrical services.

Spherosyn maintains accuracy under most arduous conditions.



and stroke configuration which, together with short flat-topped pistons, endow the engine with a low overall height and give exceptionally low vibration characteristics. Two-stage combustion gives good ignition control, extended burning, low cylinder peak pressure and a low noise level under load.

Reduced power loss

Glacier Metal Company Ltd's directed lubrication thrust bearing, which has won an award, is designed to carry thrust loads with minimum power loss in high speed rotating machines such as gas turbines used to generate electricity.

The Glacier bearing has oil sprayed on to the collar face between thrust pads. The oil is then allowed to drain freely. In addition to a reduction in power loss of 50 per cent or more, the oil film thickness is increased and the thrust pad surface is reduced giving a greater load capacity and margin of safety. Oil seals are not needed for this bearing and consequently manufacturing costs are lower and installation is much simpler. This directed lubrication thrust bearing has been adopted by many well known manufacturers of high speed rotating machinery and 70 per cent of the bearings manufactured by Glacier Metal are exported.

This is the second time in five years that the company has won a design award.

The Tinker Tramp sails exceptionally well

Consumer and contract goods

Inflatable sailing dinghy

The award winning Tinker Tramp is an unusual inflatable sailing dinghy because not only does it sail exceptionally well but it can be stowed away, when deflated, in the boot of an average family car. The excellent performance of J. M. Henshaw (Marine) Ltd's dinghy is achieved by the unique centrally mounted 'dagger board', which is pushed down through a flexible sleeve made of waterproof material.

The Tramp has a rigid floor of six individual, plywood flats which are designed to fold, like a concertina, when the dinghy is deflated. The inner and outer hull tubes are a major safety feature: if one of the outer ones is punctured sufficient buoyancy is maintained for the dinghy to be rowed or powered slowly to safety. Without the sailing rig the dinghy makes an ideal yacht tender, with oars or a 4 hp engine.

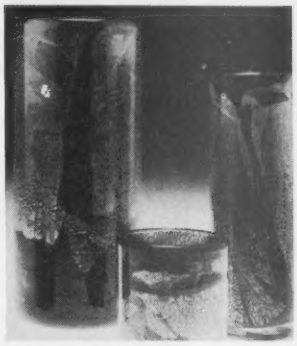
The fabric of the boat is citron Hypalon, selected for its high resistance to abrasion, sea water, ozone, sunlight, petrol and oil. An orange spray shield gives some protection to the sailors. Special seaming techniques have been employed to provide added strength to the dinghy and all stress points are reinforced.

Hand-made glass

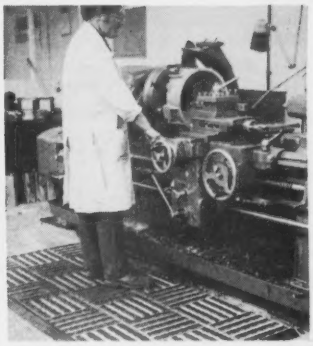
Four cylindrical vases which are hand-made have won the Isle of Wight Studio Glass Company Ltd an award for the unique quality of the gold and silver leaf decoration. The vases are part of the Azurene range, but it was these four distinctive shapes which particularly caught the judges' attention. The original idea came from a student at the Royal College of Art, William Walker. It was then developed by the director of the company, Michael Harris.

The gold and silver leaf are fused into random patterns when a glob of black molten glass is rolled across as many as 16 sheets of leaf. The silver leaf is placed on top of the gold, as the latter, with its higher melting point protects the silver. One leaf of silver on top of one of gold produces a muted bronze; a silver appearance is created by placing two leaves of silver on one of gold. In this way a wide variety of colours and patterns can be created.

Once the leaves have adhered to the glob of glass it is then refired. Several months of careful experimentation went into the project before satisfactory results were achieved.



Gold and silver leaf are fused into the glass of the Azurene vases.



Ferodo's ducktiles reduce operator fatigue.

Third award for darkroom equipment

For the third time Paterson Products Ltd, manufacturers of a comprehensive range of photographic darkroom equipment, has been given a Design Council award. This year 11 new items from the range were selected by the judges.

The items chosen were a chemical mixer; a thermometer case; weighted and unweighted film clips; a film squeegee; a print squeegee; print tongs; a print washer; a print drying rack; a test strip printer; and a rotary trimmer. All these items have been added to Paterson's range in the last three years.

Paterson's design team, led by director Eric Taylor, recognised that correct function for the user and strong visual appeal usually resulted in a well-designed product. Some 70 per cent of the company's output is exported to about 104 countries, with the biggest markets currently in France and the United States.

Interlocking safety flooring

Ducktiles, an award winning new safety flooring in the form of yellow polypropylene tiles with Ferodo high-friction insert material set into them, have been designed by Ferodo Ltd to replace traditional wooden duckboards. Ducktiles can be assembled on site by unskilled labour, without working drawings, and with no down-time for replacement. Because of their size, 300 mm square, the tiles can be easily stored.

The convex surface of the tiles and the free circulation of air created by the open grid system help greatly to reduce operator fatigue. The grid construction also allows waste products and machine swarf to drain through and there is the added benefit that cables and wires can be laid underneath or brought up safely through the tiles.

To overcome the problems of movement on the floor, four pieces of the insert friction material are added to the underside of the tiles. A black vinyl edging strip protects the perimeter of the tiles, allows trip-free access and enables industrial vehicles to drive easily on to the tiled area. The thickness of the tile was designed to be below the lowest level of the forks of a forklift truck.

Being under tension, Tensator's tape barrier stays at a constant height.

Flexible tape barrier

A flexible retractable tape barrier, which is part of a range of ancillary furniture being developed for British Airports Authority by industrial designer David Hodge, won a contract goods award. Currently being used to channel people at BAA's seven UK airports, the Tensabarrier is a free-standing pedestal, topped by a capsule containing a self-reeling, webbing belt 2.5 m long. The free end of the tape barrier simply plugs into the curved clip of the next post. When retracted, only the plug is visible.

One of the major benefits is that it can be stored on site, there are no parts to lose, and the barrier itself remains in good condition longer. The belt being under tension stays at a constant height, which is not only safer but looks better than the conventional rope or chain barriers. The fact that the length of the barrier can be varied, gives the Tensabarrier far more versatility than other forms of temporary, internal barrier.

Tensator Ltd manufactures the barrier, under licence to BAA, in mild-steel, nylon-coated in BAA house brown. The spring-loaded tape is tested to 8000 pulls, using the same tangential tests as the inertia reel car seat belts. The non-absorbing polyester webbing is manufactured by W. Ribbons Ltd, with the BAA yellow stripe woven in, and dressed to the required stiffness.

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Static inverters switch in standby lighting

Chloride Transipack Ltd has introduced a range of compact static inverter power supplies designed to sustain power to factory or office lighting during a mains power cut. The units, designated the CTRA range, are self contained, and in the event of a mains failure, automatically switch into circuit to provide continuity of lighting. When the commercial mains resumes, the units automatically revert to a standby mode.

The CTRA units are suitable for tungsten or fluorescent lighting installations, but not for computers, electronic typewriters or other office equipment. For computer or similar applications, a full static uninterruptible power supply should be specified.

There are four models in the range – the CTRA 1000, 2000, 3000 and 5000 units, giving 240 volt 50 Hz outputs rated at 1, 2, 3 and 5 kW respectively. At a power factor of 0.8, the CTRA 1000 gives 1250 VA, the CTRA 2000 gives 2500 VA, the CTRA 3000 gives 3750 VA and the CTRA 5000 gives 6250 VA.

Each unit incorporates a reversible inverter/charger, changeover contactors for mains failure, automatic float and boost for charging the battery, and battery under-voltage protection. A special feature is the dual function circuit design, with the same circuitry providing both battery charging and static inverter functions, depending on whether mains power is present or not.

Frequency accuracy of the CTRA units is ± 1 per cent, and total harmonic distortion approximately 15 per cent. Battery supplies depend on the particular model, and are 24 V for the CTRA 1000, 50 V for the CTRA 2000 and 3000, and 110 V for the CTRA 5000.

Further information: circle 410

Office lighting during a power cut.

Glass fabric curtain improves arc-welding safety

An arc-welding safety curtain which is not only a visual screen but also withstands sparks and droplets of molten metal and knocks from passing traffic has been introduced by Tutor Safety Products, part of Rentokil Ltd. Made of continuous filament glass fabric coated with neoprene rubber, known as Neoglass 180, it rejects molten metal particles which solidify as they strike the material without clinging to the smooth surface.

Heat and ultraviolet rays emitted by arc-welding cause serious burns to the naked eye up to a distance of about 5 m and they are a worry and distraction to other workers in the vicinity up to 100 m away. The problem is acute where several welders and other operators work under the same roof in a factory, maintenance depot or garage.

Neoglass 180 compares favourably to asbestos and cotton mixtures for weight as well as for flexibility, strength, resistance to wear and the rejection of oil which can constitute a fire risk when absorbed into an otherwise incombustible material. Adhesion resistance is rated at 22 lb and resistance to spread of flame, which is inherent in the material, is class 1.

Resistance to abrasion, continued flexing, twisting and scuffing is rated as excellent and the material withstands a wide range of chemicals including acids. It weathers well in the sun and in ozone. Eyelets and hooks are provided for attachment to a simple pipe which can serve as a rail. The curtain folds to about one third of its extended width.

Further information: circle 411

Advanced technique tests coaxial cables

Using a technique known as carrier wave burst, Decca Radar Ltd claims a significant advance in the field of high-performance coaxial cable testing. It is economically attractive for both routine testing of drum lengths of cable in the factory and for the assessment of installed cables.

The CW burst test set enables regularity return loss and returned power in discrete successive 10 MHz bands to be measured in one 50-second sweep over the frequency band 10 to 500 MHz. A further important feature is the ability to record the forward echo characteristics of cables over the swept frequency band 20 to 500 MHz. The test set is compact, robust and easily transportable. Important parameters have push-button control for ease of operation, and the extreme stability of the equipment allows the use of pre-calibrated chart paper.

Although the theory of the CW burst method is complicated, in practice it consists of modulating a swept carrier wave and introducing a time delay which allows the reflections due to cable impedance irregularities to be recorded as a function of frequency, whilst rejecting returned echoes from the hybrid bridge, test leads, cable connections and cable terminations. This eliminates the errors usually associated with conventional swept frequency techniques.

Orders have been received from the telecommunications administrations of France, Italy and Sweden.

Further information: circle 412

John Mullany, instrument division project engineer, checks out the Decca burst test set.

European community news

EIB loan for Glasgow infrastructure

The European Investment Bank, the European community's long-term finance institution, has granted a loan equivalent to £12 million to help finance construction of the Monkland motorway through Glasgow plus improvements to water supply, sewerage and sewage disposal systems in Glasgow and the southern part of the Strathclyde region. The loan has been made to Strathclyde Regional Council for 15 years at an interest rate of 9.45 per cent.

Motorway

Monkland motorway, east-west artery in the main road network linking the city with the rest of Scotland and the south, will give key industrial areas direct motorway access to services such as container depots, docks and Glasgow airport; the EIB is helping to finance construction of the final stretch of 3.6 km which is just before the interchange with the M8 (direction Edinburgh) and the M74/A74 for London.

Water supply and drainage

The loan is also going towards major water-supply and drainage schemes necessary for planned industrial development in north Ayrshire, the Hunterston peninsula and Irvine new town, plus the reconstruction and extension of sewage treatment works, which will provide up-to-date effluent facilities to meet the demands of modern industry in Glasgow.

These works, which are expected to cost more than £100 million, will aid the economic recovery of areas which in recent years have been hit by a substantial increase in unemployment caused by the decline of traditional industries such as steel, shipbuilding and heavy engineering. Furthermore, the schemes involve significant environmental benefits: reduction of traffic congestion in central Glasgow and raising to modern standards treatment of effluent discharged into rivers.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Registrations of British, community and foreign films 231

. . . and printing works

Also in Glasgow, a loan equivalent to £2.7 million has been granted by the European Investment Bank to help modernise the printing works of George Outram, publishers of the *Glasgow Herald* and *Evening Times* newspapers.

The loan – granted to the parent company, Scottish and Universal Investments Ltd, for five years at 8.65 per cent – will help to meet the cost (estimated at about £11 million) of moving out of existing old and inconvenient premises to a modern building and also the replacement of obsolete machinery.

Brussels gets the Abbey habit

Abbey National Building Society has opened a representative office in Brussels. It is the first UK building society to have a presence in Europe. The society says that the office will enable it to assess EEC developments affecting the savings and housing scene and to keep in touch with all EEC activities relevant to its future.

Assessing developments

Making the announcement, Clive Thornton, Abbey National's chief general manager, said by establishing this office the society would be able to assess developments in Europe which were going to affect the future growth of its services to the public, both in Britain and in EEC countries.

Over the next four or so years, the implementation of the EEC first directive on credit institutions would begin to bring an end to all restrictions on the transaction of savings and loan arrangements within the EEC, Mr Thornton said. This would have important implications for the UK building society industry as not only would societies be free to go to Europe, but European competitive organisations would be able to operate in the UK.

Mr Thornton pointed out that he was taking this step now because the savings and loan industry in the UK would no longer be insulated from foreign competition.

The office will be situated in the rue Montoyer, close to the European commission and in the heart of the financial and commercial centre of Brussels.

Environment impact study procedures should be developed – council

At the 9 April council environment ministers agreed on the importance of developing the impact study procedures as a preventative means of improving the environment. These procedures exist in various forms in member states to measure the effect the community's policy is having.

Ministers agreed broadly on the scope of the impact studies and the publicity to be given to them. This publicity, the council felt, would permit a more complete analysis of the present state of the environment, better forecasting of the effects of the projects under consideration on the environment, and clearer justification of the decisions on the projects in question.

The council noted the initial assessment work done by the European commission on a community waste management policy, and its work on comparing the measures already taken by member states.

Action on asbestos

Ministers invited the commission to go ahead with the first phase of action in the asbestos and flurocarbon industries. This will involve counting the number of factories in these sectors, assessing their impact on the environment, and listing the technologies designed to reduce their polluting effects. Once the commission has done this, the council will examine the prosposed draft programmes.

Clean technologies analysis

At the end of a debate on developing clean technologies the council asked the commission to perform an analysis and comparison of member states' policies on research and development into this field, and to identify the most effective procedures for supporting these efforts. It invited the commission to examine ways of encouraging the spread of knowledge on this subject, and to make proposals which would encourage research.

Anti-dumping/anti-subsidies procedure ended

Investigations into imports of graphite spheroidal pig iron originating in and consigned from Brazil have been ended by the European commission.

In the course of these investigations, which were opened on 13 January, an undertaking

was given on the direct exports that has satisfied the commission that the introduction of protective measures is unnecessary at present.

Anti-dumping duty on Brazilian pig iron revoked

The European commission has decided to revoke the provisional anti-dumping duty on certain haematite pig iron, in respect of deliveries originating in and consigned from Brazil, on imports on or after 26 March. The duty was not collected if the importer gave security of the amount of duty to Customs and Excise and that security will now be released.

The full description of the goods is:

ex 73.01B
Haematite pig iron and cast iron (ECSC) in pigs, blocks, lumps and similar forms with a silicon content of more than 1 per cent and containing at least 0.1 per cent by weight of manganese, originating in and consigned from Brazil.

The European commission has decided that the provisional duty will nevertheless be maintained in respect of deliveries of these goods originating in Brazil but consigned from other countries.

The imposition of the duty was announced in *Trade and Industry* on 23 February, page 383.

Tariff quota on South Korean goods re-opened

Customs and Excise has informed the Department of Trade that tariff quota 6682 is to be re-opened. This quota (tariff heading 60.04: under-garments, knitted or crocheted, not elastic or rubberised) was announced as exhausted on 22 January because of goods originating in South Korea. It will be re-opened following amendment to a claim, originally allowed. An amount of 3314 kg remains to be allocated.

Retrospective claims relating to goods of heading 60.04 originating in South Korea and entered into free circulation on entries presented during the period 22 January to 28 February 1979 should be made direct to HM Customs and Excise, Central Tariff Quota Unit (ICC 3), King's Beam House, Mark Lane, London EC3R 7HE. Claims should state:

a port of importation or name and address of warehouse of entry
b name of ship and date of report or name and address of warehouse of entry
c entry or free-circulation warrant number and date
d entered net weight (kg)

Claims must be submitted not later than 8 June 1979 and should be accompanied by the relevant GSP certificate of origin if that was not presented and retained with the entry.

Advice of claims allowed/disallowed will be issued by HM Customs and Excise as soon as possible after 8 June 1979.

New EEC documents

This list of EEC documents was deposited in the House of Commons in the seven days to 9 April 1979 (commission reference numbers, where appropriate, are given in parentheses). The documents are available for consultation at the European Communities Commission Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments
5899/79. Proposal for a council directive establishing safety measures against the conjectural risks associated with recombinant deoxyribonucleic acid (DNA) work. (COM(79)664)
5957/79. Proposal for a council regulation (EEC) opening, allocating and providing for the administration of a community tariff quota for apricot pulp falling, within sub-heading ex 20.06 BII(c)1(aa) of the common customs tariff, originating in Turkey (1 July 1979 to 30 June 1980). (COM(79)140)
5979/79. Proposal for a council decision authorising the extension or tacit renewal of certain trade agreements concluded between member states and third countries. (COM(79)135)
5967/79. Proposal for a council directive prolonging, in respect of brucellosis, tuberculosis and swine fever, certain derogations granted to Denmark, Ireland and the United Kingdom. (COM(79)161)
6032/79. Amendment to the proposal for a council regulation (EEC) concerning a community aid system for intra-community trade in power station coal. (COM(79)127)
6053/79. Proposal for a council decision adopting a five-year research and training programme (1980-84) of the European Atomic Energy Community in the field of biology-health protection (radiation protection programme). (COM(79)158)

Consulative document
5720/79. Commission communication to the council containing proposals on policy with regard to agricultural structures. (COM(79)122)

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

EEC/Israel and EEC/Tunisia agreements

The *Official Journal of the European Communities* L80, 31 March 1979, contains the texts of the following regulations and decisions:

Regulation (EEC) 560/79 on the application of EEC-Israel joint committee decision 1/78 amending the protocol on the definition of the concept of originating products and methods of administrative co-operation to the agreement between the European economic community and the state of Israel.

Joint committee decision 1/78 of 13 July 1978 amending the protocol on the definition of the concept of originating products and methods of administrative co-operation to the agreement between the European economic community and the state of Israel.

Regulation (EEC) 561/79 on the application of EEC-Tunisia co-operation council decision 3/78 amending the protocol on the definition of the concept of originating products and methods of administrative co-operation to the co-operation agreement between the European economic community and the Republic of Tunisia.

EEC-Tunisia co-operation council decision 3/78 12 December 1978 amending the protocol on the definition of the concept of originating products and methods of administrative co-operation to the co-operation agreement between the European economic community and the Republic of Tunisia.

Further information: Department of Trade, General Division, 1 Victoria Street, London SW1 0ET, tel. 01-215 5750.

EEC agreements with Turkey and Cyprus

Trade and Industry, 29 September 1978, page 733, gave details of EEC funds for the Mediterranean countries and referred to the protocols dealing with financial and technical co-operation annexed to a number of community association agreements with Mediterranean countries.

The text of decision 79/281/EEC concerning the conclusion of the financial protocol between the EEC and Turkey, with the text of the protocol which entered into force on 1 May 1979, was published in the *Official Journal of the European Communities* L67, 17 March 1979.

The text of regulation (EEC) 2760/78 concerning the conclusion of the financial protocol between the EEC and Cyprus, with the text of the protocol and final act which entered into force on 1 January 1979, was published in the *Official Journal of the European Communities* L332, 29 November 1978.

Copies of the *Official Journals* L67 and L332, may be obtained from HMSO, price 60p and £1.20, plus postage respectively. Further information: Department of Trade, Commercial Relations and Exports Division, 1 Victoria Street, London SW1H 0ET, tel. 01-215 3472.

Imports from non-member states

The texts of the following decisions which authorise the relevant member states to refuse entry to the specific goods have been published in the *Official Journal of the European Communities*. The decisions relate to varying periods; full details are set out in the relevant decisions.

Decision 79/318/EEC authorising France not to apply community treatment to television receivers, falling within subheading 85.15 A ex III of the common customs tariff, originating in Hungary and in free circulation in the other member states (*Official Journal* L76, 28 March 1979).

Decision 79/325/EEC authorising Italy not to apply community treatment to shirts, T-shirts, lightweight fine knit roll, polo or turtle neck jumpers and pullovers, undervests and the like, knitted or crocheted, not elastic or rubberised, other than babies' garments, of cotton or synthetic textile fibres; T-shirts and lightweight fine knit roll, polo or turtle neck jumpers and pullovers of regenerated textile fibres, falling within heading ex 60.04 of the common customs tariff (Nimexe codes 60.04-01, 05, 13, 18, 28, 29, 30, 41, 50, 58) (category 4), originating in Macao and in free circulation in the other member states (*Official Journal* L77, 29 March 1979).

Decision 79/326/EEC authorising France not to apply community treatment to receivers, whether or not incorporating sound recorders or reproducers, falling within subheading 85.15 A III of the common customs tariff, originating in Taiwan and in free circulation in the other member states (*Official Journal* L77, 29 March 1979).

Decision 79/349/EEC authorising France not to apply community treatment to women's, girls' and infants' woven overcoats, raincoats and other coats, cloaks and capes, jackets and blazers, other than garments of category 15 A, of wool, cotton or man-made textile fibres, falling within subheading ex 61.02 B of the common customs tariff (Nimexe codes 61.02-31, 32, 33, 35, 36, 37, 39, 40) (category 15 B), originating in South Korea and in free circulation in the other member states (*Official Journal* L84, 4 April 1979).

Decision 79/354/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to women's, girls' and infants' (other than babies') woven and knitted or crocheted dresses, of wool, cotton or man-made textile fibres, falling within subheadings ex 60.05 A II and ex 61.02 B of the common customs tariff (Nimexe codes 60.05-41, 42, 43, 44; 61.02-48, 52, 53, 54) (category 26), originating in Poland and in free circulation in the other member states (*Official Journal* L84, 4 April 1979).

Decision 79/377/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to men's and boys' shirts, woven, of wool, of cotton or of man-made textile fibres, falling within heading ex 61.03 of the common customs tariff (Nimexe codes 61.03-11, 15, 19) (category 8), originating in Yugoslavia and in free circulation in the other member states (*Official Journal* L87, 7 April 1979).

Decision 79/384/EEC authorising Ireland not to apply community treatment to parkas, anoraks, windcheaters and the like, woven, of wool, cotton or man-made textile fibres, falling within heading ex 61.01 and subheading ex 61.02 B of the common customs tariff (Nimexe codes 61.01-29, 31, 32; 61.02-25, 26, 28) (category 21), originating in South Korea and in free circulation in the other member states (*Official Journal* L93, 12 April 1979).

Decision 79/389/EEC authorising France not to apply community treatment to gloves, mittens and mitts, knitted or crocheted, not elastic or rubberised, other than those of category 10, of wool, cotton or man-made textile fibres, falling within heading ex 60.02 of the common customs tariff (Nimexe codes 60.02-50, 60, 70, 80) (category 11), originating in Taiwan and in free circulation in the other member states (*Official Journal* L93, 12 April 1979).

Decision 79/390/EEC authorising Ireland not to apply community treatment to women's, girls' and infants' (other than babies') woven and knitted or crocheted dresses, of wool, cotton or man-made textile fibres, falling within subheadings ex 60.05 A II and ex 61.02 B of the common customs tariff (Nimexe codes 60.05-41, 42, 43, 44; 61.02-48, 52, 53, 54) (category 26), originating in India and in free circulation in the other member states (*Official Journal* L93, 12 April 1979).

Decision 79/394/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to women's, girls' and infants' woven overcoats, raincoats and other coats, cloaks and capes, jackets and blazers, other than garments of category 15 A, of wool, cotton or man-made textile fibres, falling within subheading ex 61.02 B of the common customs tariff (Nimexe codes 61.02-31, 32, 33, 35, 36, 37, 39, 40) (category 15 B), originating in Poland and in free circulation in the other member states (*Official Journal* L97, 19 April 1979).

Harmonisation of legislation

Food standards. Corrigenda. The *Official Journal* L91, 10 April 1979, contains the following correction to directive 78/663/EEC laying down specific criteria of purity for emulsifiers, stabilisers, thickeners and gelling agents for use in foodstuffs published in the *Official Journal* L223, 14 August 1978:

The 'volatile matter' paragraphs in 'E 440 (b) – Amidated pectin' on page 16 of the annex shall in both instances be replaced by the following:

'Volatile matter. Not more than 12 per cent determined by drying at 105 °C for two hours.'

Regulation (EEC) 640/79 extending the 1978/79 milk year to 1 July 1979 and amending regulations (EEC) 880/77 and (EEC) 1078/77 (*Official Journal* L86, 6 April 1979).

EEC indicative ceilings for imports from Efta

Community imports of the following goods have exceeded the indicative ceiling level for 1979 (see *Trade and Industry*, 2 March):

Order no.	Country of origin	CCT heading/Description
		ex 48.07 C
IA5	Austria	Other coated paper and paperboard

Overseas trade news

Seminars and missions will study Japanese business methods and markets

Japanese business methods will be put under the microscope by British management in coming months. Two seminars and an autumn study mission will give managers an opportunity to study Japanese methods at first hand.

The two seminars, to be held at the London Press Centre on 11 and 12 June, will be called 'Understanding Japan' and 'Japanese production management'. The first will cover the social, economic and cultural aspects of Japan with talks on 'Japan – past and present', 'business in Japan', 'industry in Japan' and 'Japanese social ways'. This seminar will be chaired by Professor Dore of the Institute of Development Studies, Sussex University, and speakers will include Mr D. W. Anthony, Sheffield University; Mr W. Isherwood, Mitsubishi Corporation; Professor T. Yoshimori, Paris University; and Miss K Akatsu of the Japanese embassy.

The second seminar will seek to explore the nature of Japanese achievement in production management. The seminar will be chaired by Mr Anthony and subjects covered will include Japanese management systems, manufacture and marketing of plant and systems and the strength and weaknesses of Japanese production, together with case studies on Toyota and Canon.

The charges for the seminars will be £75 for a single day and £130 for both days.

The study mission is being organised by the British Institute of Management and the Centre for Japanese Studies at the University of Sheffield in conjunction with Technology Transfer Institute.

The mission leaves on 29 September and returns on 9 October and will be restricted to 22 people. The cost will be £1,580 which includes return air fare via Seoul and hotel accommodation.

Details can be obtained from Paul Watts, British Institute of Management, Management House, Parker Street, London WC2B 5PT, tel. 01-405 3456, or from the Exports to Japan Unit at the British Overseas Trade Board, tel. 01-248 5757 ext. 232.

CBI studies export market

A one-day seminar 'Japan – export '79' will take place on 23 May at the CBI Council Chamber in London. Designed by the CBI to help exporters and potential exporters to get the most out of the market, it will point out the up-to-date opportunities and the problems, explain how to tackle the market and, through case studies, show what can be achieved.

Recent events have indicated that opportunities for effective and profitable penetration of the Japanese market are increasing. For example, the recent and much publicised visit to the UK of the Japanese import promotion mission resulted in orders totalling £54 million. The mission reported growing prospects for co-operation in third countries and foresaw an increase in the field of technological co-operation.

The programme will include 'Japan – where are the opportunities' by Ben Thorne, former counsellor (commercial), British embassy, Tokyo; 'Exporting through a trading house' by Mr S. Oba, director for information and research, Mitsui and Company; and 'Container shipping and distribution in Japan' by Christopher Rankin, sales general manager, OCL.

Booking forms can be obtained from the CBI on 01-930-6711 or from the Exports to Japan Unit on 01-248-5757 ext. 232.

How to work better in Nigeria: course

'Working effectively in Nigeria' – a course arranged by the Industrial Society and the Centre for International Briefing is designed to provide background briefing on living and working conditions in Nigeria and enables those posted there to settle down quickly.

The course is also designed to ensure that a company's UK-based staff responsible for some aspect of their company's Nigerian operations understands how business is conducted in Nigeria and the difficulties faced by the company's expatriate personnel.

The course will examine differences in attitudes and values to working life, how to do business in Nigeria, and how to select, motivate, train and work effectively with a Nigerian workforce.

Further information can be obtained from Anne Whitelock, Overseas Department, Industrial Society, PO Box 1BQ, Robert Hyde House, 48 Bryanston Square, London W1H 1BQ, tel. 01-262 2401 ext. 46.

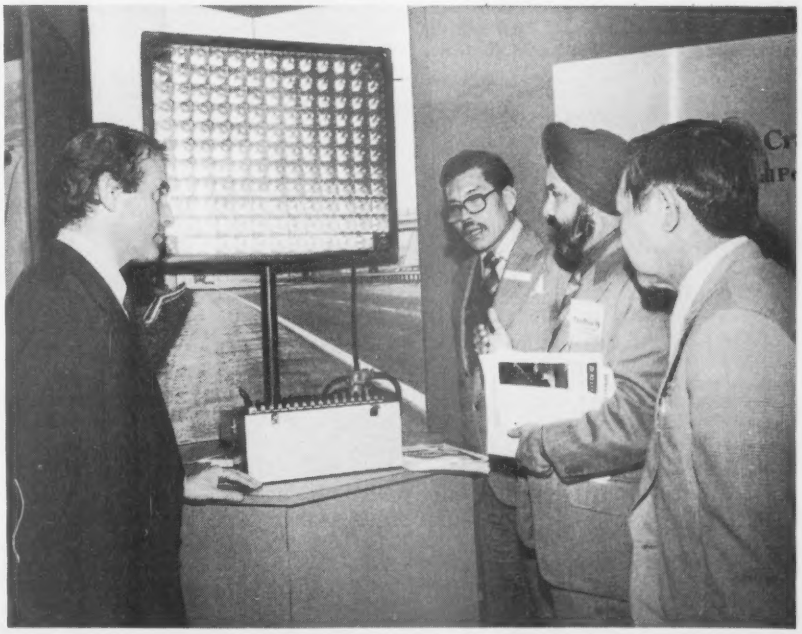
Seminar on Czechoslovak economy and industry

Specialists from Czechoslovakia are visiting Birmingham in June to give lectures in a seminar on aspects of the country's economy and industry.

To be held at the Birmingham Chamber of Industry and Commerce on 6 and 7 June, the seminar will give what the chamber describes

Visit of south-east Asian traffic mission

Members of a south-east Asian inward mission discussing a bulb matric indicator on the Stone Platt Crawley stand at Traffex '79, with projects manager Mike Tilley (left). This inward mission, sponsored by the British Overseas Trade Board, comprised four road engineers from Malaysia and Singapore. They spent two days at the Brighton event and made industrial visits to firms in Sussex, Somerset, the west Midlands and Yorkshire.



as a rare opportunity for UK businessmen, industrialists and academics to gain greater understanding and appreciation of advances in the Czechoslovak economy and some of its technologies.

Lectures

The lectures are 'Present state and outlook of the Czechoslovak economy' by Professor Jaroslav Nykryn, vice dean, faculty of commerce, Economic University, Prague; 'Czechoslovak numerically controlled machine tools' by Jiří Vymer, chief of automation and metal-cutting technology department, Research Institute for Machine Tools and Metal Cutting, Prague; 'Non-destructive testing of machine parts by ultrasonic emission', by Rudolph Balek, Czech Technical University, Prague; 'Czechoslovak automotive industry and potential for co-operation with UK industry', by Petr Hrdlickea, head manager of the automotive development department in the Motor Car Research Institute, Prague; 'Czechoslovak tractors and selected agricultural machines', by Jaroslav Kalina head of applied research division, Research Institute of Agricultural Machinery, Prague; 'Development of Czechoslovak iron and steel industry and potential for co-operation with UK industry', by Ludvík Šereda, automation manager, Iron and Steel, Prague; 'Automation and computer technology in Czechslovakia', by Tibor Vasko, director of computers and automation department, Federal Ministry of Technology and Investments.

There will be a social evening on 6 June.

Details of the seminar can be obtained from Birmingham Chamber of Industry and Commerce, PO Box 360, 75 Harborne Road, Birmingham B15 3DH, tel. 021-454 6171, ext. 207 or 208.

Entrepreneur key speaker at small firms conference

Philip Weld, a north American newspaper proprietor and partner in a syndicate which has invested over $10 million in small, high-risk business ventures, will be a key speaker at a conference for people running smaller companies in Scotland this month.

The conference at which he will be speaking has been organised with the needs of the smaller firms in mind by the Scottish Council (Development and Industry) and will be held in Peebles on 10 and 11 May.

Peter Balfour, chairman of the Scottish council, will open the conference, which has been arranged with the backing and co-operation of the Scottish Economic Planning Department and the Scottish Development Agency.

Other speakers are Nigel Vinson, director of the Centre for Policy Studies. Peter Carmichael, managing director of Hewlett-Packard at South Queensferry, and Jeremy Hayward of the Industrial and Commercial Finance Corporation.

Further details can be obtained from the Scottish Council (Development and Industry), 1 Castle Street, Edinburgh EH2 3AJ, tel. 031-225 7911.

Computer training courses from London chamber

Starting in June, two training courses on computers are being run by the London Chamber of Commerce and Industry.

The course is called 'Introduction to computers and their applications' and 'Introduction to microcomputer programming', are designed to give an awareness of the potential for the computer in small companies and to outline the elements of programming in 'basic' language.

Details can be obtained from the Training Manager, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB.

Iran: still a difficult situation for business

As the political situation in Iran is still unsettled and potentially explosive the Department of Trade advises businessmen not to visit the country unless it is absolutely essential.

Although many firms in Iran's industrial sector continue to be crippled by labour problems and shortages of cash and the banking system is not yet working at full capacity, commercial life in Iran is beginning to stir once again. Many businessmen will therefore be thinking about making a return to the market.

The Department of Trade says don't go:

☐ Unless you have good reasons for doing so; there is very little new business on offer in Tehran at the moment and there are clear risks in going after what there is.

☐ If you or your firm have recently been or would become involved in disputes on matters such as labour relations, contract terms and cancelled deliveries; there have been instances of representatives of firms being harassed or arbitrarily detained in such situations.

☐ If you or your firm could be liable to investigation or suspicion because of involvement in defence or security matters or for being too closely associated with the previous regime.

There may be, the department says, businessmen who do not fall into any of these categories and who have good commercial reasons for visiting Iran now. To these the following simple rules of thumb should apply: keep the visit short for the time being – it is still too early to consider making a permanent return to Tehran; and make sure the British embassy knows where you are, particularly if there are any signs of renewed unrest.

Any inquiries can be made to Department of Trade, Commercial Relations and Exports Division, tel. 01-215 3454.

Kent Instruments tours Europe by 'juggernaut'

Interior of Kent Instruments' 'juggernaut' which is now visiting seven countries and 20 cities in a three-month tour of western and eastern Europe. It will demonstrate a control system for industrial plants, oil refineries, chemical plants, steelworks, public utilities and similar installations. The vehicle – 15 m long, 3.8 m high and weighing 18 tons when packed with electronic equipment – is one of the largest allowed on European motorways.

Marketing consumer goods in West Germany

A new edition of the booklet 'Marketing consumer goods in West Germany', prepared by the British embassy in Bonn, has been published by the British Overseas Trade Board.

The booklet provides a guide both to firms new to the West German consumer market and to those wishing to bring their knowledge up to date.

Contents include information on West German consumer market and distribution procedures, details of purchasing agencies – including mail-order and chain-store

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Training modules on export finance production by Sitpro

An audio-visual package of three training modules has been produced by the Simplification of International Trade Procedures Board (Sitpro) to provide guidance on methods of payment for exports. The modules form part of a course on finance in international trade which is intended for students with about six months' experience in export finance.

The first module sets out to show how a company's export finance policy is made and the protection available. It explains the factors influencing an exporter's choice in financing an export transaction and outlines methods of payment.

Module 2 begins with an audio-visual describing the bill of exchange and defining it in terms of the relevant legislation. It continues with an explanation of the parties to the bill, methods of presentation, action to be taken in the event of non-acceptance or non-payment of the bill, and the use of the Sitpro documentary collection form.

Module 3, which is split into two parts, deals with letters of credit. In the first half an audio-visual shows the parties to the credit, how it works, the form and notification of credits and the parties' liabilities and rights. The second part explains in detail the need for accurate and complete documentation, the use of ICC brochure 290 – documentary credits, the relationship of documents to goods, and why incorrect documentation results in delays in payment.

The complete kit of three modules contains an instructor's manual, additional slides to back up the presentations and a master set of test exercises. It is available at £100 plus VAT from Sitpro, 11 Waterloo Place, London SW1Y 4AU. Demonstrations are available for prospective buyers.

Export credit refinancing by Trustee Savings Banks

Trustee Savings Banks can now enter the field of refinancing fixed-rate export credit, as part of their progressive development towards full banking status. This has been agreed by the TSBs and the government.

It is expected that the TSBs will provide refinance of £200 million in the financial year 1979–80. This will allow a corresponding reduction in the extent to which the government has to refinance export credit originally provided by the clearing banks, and will consequently reduce by £200 million both forecast public expenditure and the public sector borrowing requirement.

Fixed-rate export credit is only available for exports of large capital goods, which by international acceptance can attract a repayment term of more than two years. Public expenditure is incurred under arrangements by which part of such export credit provided by the banks is refinanced by the government through the Export Credit Guarantee Department.

The Trustee Savings Banks are now developing from savings bank activities towards a wider range of banking activities in full competition with commercial banks in the private sector.

ECGD addresses

The Export Credits Guarantee Department's head office is at Aldermanbury House, Aldermanbury, London EC2P 2EL, tel. 01-606 6699.

Birmingham chamber plans missions to South Africa

South Africa is the target of a Birmingham Chamber of Industry and Commerce trade mission from 21 September to 5 October.

A recent survey shows that the following products should find a particularly good market the chamber says: anything in the electrical field, from meters to computers including diodes; dress and suiting material; decorative glass bottles of all shapes and sizes; pocket knives; metal fittings for handbags, purses and keyholders, industrial heaters; hot water boilers; hydraulic and pneumatic equipment; domestic security equipment; hand tools; instruments for the mining industries; abrasive ceramic media; burnishing materials and surface finishing materials; other chemicals; machine tools; metering equipment; and mechanical handling equipment and other engineering products.

Details and an application form (which must be returned by 21 May) are available from Graham Ashmore, Birmingham Chamber of Industry and Commerce, 75 Harborne Road, Edgbaston, Birmingham B15 3DH, tel. 021-454 6171.

. . . and to New Zealand

The chamber is also organising a mission to New Zealand from 5 to 13 November.

The mission will be open-ended, so that members can join the mission group in New Zealand from other markets as long as they arrive before 5 November and can visit other markets after the mission disbands.

Members need spend only a full working week, Monday 5 to Friday 9 November, in New Zealand. This will give participants a good chance to visit the New Zealand market either to investigate its possibilities or to renew old contacts while combining it with visits to almost any other markets in the world.

Details and an application form (which must be returned by 5 July) are available from Graham Ashmore, Birmingham Chamber of Industry and Commerce, 75 Harborne Road, Edgbaston, Birmingham B15 3DH, tel 021-454 6171.

Scottish Council mission to Australasia

Ronald Scott, director of Howden Compressors, is leading a 14-member trade mission to New Zealand and Australia which leaves on 9 May. The mission, organised by the Scottish Council (Development and Industry), will last three weeks and is the council's sixth trade mission to the area.

Most of the 13 companies on the mission already have trading links with these important export markets.

The object is to encourage further export business with New Zealand and Australia and to identify opportunities for the member companies.

Inward mission from Kenya

The second inward mission in the Building Centre's 1979 programme will be from Kenya. It will take place from 25 to 29 June.

Invitations are being issued by the British embassy in Nairobi and it is hoped that the mission will consist of an architect-consultant, an importer of building materials, a government representative and a major contractor.

Further information

British manufacturers, contractors, and consultants wishing to receive further information about the mission should contact, W. Bridge, Head of the International Section, Building Centre Group, 26 Store Street, London, WC1E 7BT, tel. 01-636 1197.

Disclosure of import information

Consideration is being given, under section 10 of the Customs and Excise Management Act 1979, to the disclosure of information on the following goods:

SITC(R2)/Trade description	Code no.
772.2 Printed circuits and parts thereof n.e.s	8519 8900

The government is consulting the Association of British Chambers of Commerce, 6-14 Dean Farrar Street, London SW1H 0DX on these proposals and the association will take into account any views received from importers by 25 May.

Inquiries may be addressed to Economics and Statistics Division 5 Branch B2, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5770.

Because of space limitations we regret we are not able to publish exchange rates this week.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1738: licensing requirements for goods in free circulation within the EEC

Under the terms of the treaty of Rome and the act of accession quantitative restrictions on imports and all measures having equivalent effect are generally prohibited between member states of the EEC. This applies equally to goods originating in the community and to goods originating elsewhere which are in free circulation within the community. The treaty of Rome describes 'free circulation' in the following terms:

> Products coming from a third country shall be considered to be in free circulation in a member state if the import formalities have been complied with and any customs duties or charges having equivalent effect which are payable have been levied in that member state, and if they have not benefited from a total or partial draw back of such duties or charges.

With certain exceptions outlined below, goods in free circulation within the community may be imported into the United Kingdom under the authority of the open general import licence without the need to obtain an individual import licence.

As, however, the uncontrolled importation under free circulation arrangements of goods which if imported direct from outside the community are subject to quantitative restriction could cause deflection of trade resulting in quota levels being exceeded, community legislation permits individual member states to require import licences for restricted goods in free circulation and, upon receipt of a licence application, to apply to the EEC commission for authorisation to refuse entry to such goods.

United Kingdom individual import licences are required in order to import into the UK, restricted goods in free circulation in another member state. Traders should note that, in such cases, applications for licences may lead to the UK seeking community authorisation for the issue of import licences to be refused. All such applications will be considered in relation to the relevant UK quota levels. Applicants will be informed if authority to refuse the issue of a licence is sought from the commission, and of the consequent outcome. In the event that an import licence is granted it will be endorsed to the effect that it must be presented to Customs and Excise together with a T2 document, or document having equivalent effect, and the licence will be valid for one month. Extensions will not normally be granted. If the licence expires unused and renewal is desired, a fresh licence application will be required and the case will be reconsidered.

All licence applications to import restricted goods in free circulation should be made on form ILB/A and must be accompanied by evidence of order and a signed statement on the applicant's own headed notepaper, signed in the same manner as the licence application, that the goods concerned are currently in free circulation in accordance with the definition quoted above.

The free circulation arrangements do not, of course, apply to certain goods (eg firearms, gold coins, fissile material) which are subject to worldwide restriction.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 291/292.

EEC information

The EEC Information Unit helps firms of all types and sizes by answering general questions about EEC membership.
The unit's address is:
EEC Information Unit,
Department of Industry,
1 Victoria Street,
London SW1H 0ET.
Tel. 01-215 4301 (six lines).

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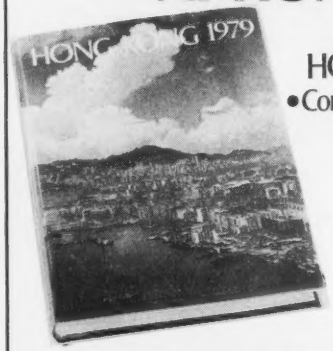

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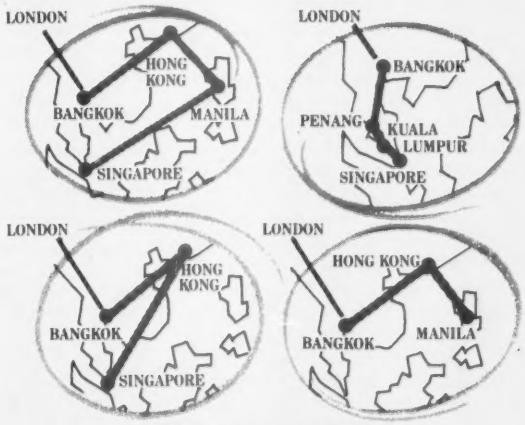
For inquiries please telephone Miss Ursula Price, 01-499 9821.



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Building fertiliser plant for India's future

India is set to become a major industrial power by the end of the century. The planned expansion is less publicised than that of China, but no less dramatic.

A large proportion of the resources needed for expansion will be generated internally. However, the scale of expansion will demand substantial imports of know-how and equipment if tight delivery and commissioning schedules are to be met.

A critical area in India's expansion programme is fertiliser manufacture. With one of the world's lowest levels of fertiliser consumption, it is vital that India's agricultural land is upgraded and food output raised if the economic surplus needed for self-sustaining industrialisation is to be generated.

In recent years, India has been particularly fortunate to discover large offshore gas and oil fields off Bombay – the Bombay High and Bassein fields. The gas from those fields provides the ideal feedstock for ammonia/urea fertiliser plants, and a series of units will be built. They will be vast by any standards, producing 1350 tonnes of ammonia and 1800 tonnes of urea per day, and costing around £200 million each. The size of the programme is not yet known, but at least six plants are planned; the first two will be at Thal in Maharashtra and there could be many more.

A large process plant market

This is a large market for British process plant manufacturers. The market is not easy, but potentially very rewarding, and Britain has unique advantages of language and historical, cultural and political links. The British government is keen to help, and is ready to make available to India substantial sums of aid to meet the cost of plant, equipment and services bought from the UK.

The market was recently surveyed in depth by a mission sponsored by the process plant economic development committee as an element of its industrial strategy. The mission, led by Sir Cyril Pitts, president of the India-Pakistan-Bangladesh Association and a former chairman of ICI (India) Ltd, included the major British process plant manufacturers, pump, valve and instrumentation companies, and trade union representatives. The mission found that the potential market is enormous, and that Britain stands a good chance of winning a large share of it.

However, it also learned that Britain's reputation suffered in the early 1970s because of its high inflation rate and occasional poor delivery performance, often the result of the diversion of process plant manufacturing capacity to North Sea oil work.

Five major targets for selling efforts can be identified.

Fertiliser companies. Like many of their equivalents in other countries, the Indian fertiliser companies are 'informed buyers' who use the services of specialist process engineering contractors as well as their own resources when they put up new plants. Generally, for the 'critical' areas of the plants – those which affect performance guarantees given by the process licensor – the contractor retains the final say. But for much of the rest of the plant, usually the greater part by value, the purchaser retains the final decision on procurement. So any British supplier interested in the market should pay close attention to Indian fertiliser companies.

International process engineering contractors. While India is making great strides in developing its industrial capacity, there remain significant gaps, particularly in higher technology and complex project management. Much of the process design work for the new plant is let to international process engineering contractors; among the contenders are British, American, Japanese and Italian firms. While these contractors show a certain degree of understandable national bias in their purchases – it is, after all, simply more convenient for a British contractor to deal with British suppliers, or an Italian with Italian – they are also interested in value for money. So the fact that a non-British contractor wins a major job does not necessarily mean that the hardware orders are lost to this country. Where British manufacturers have significant advantages in price, delivery, quality or technology, it is worth marketing the products aggressively, to process engineering contractors of any nationality.

Indian process engineering contractors. India is keen to develop its expertise in the more advanced areas of process engineering contracting. As yet, it cannot compete with the major international names, but two organisations are starting to make reputations for themselves. In general engineering contracting, Engineers India Ltd has a growing list of achievements in power, offshore, chemicals, refining and other areas. In fertiliser plant, Fertiliser (Planning and Development) India Ltd is engaged in its first major project as overall manager at Namrup, in Assam, and will also be heavily involved in the new gas-based plants.

India plant manufacturers. Indian policy is to maximise the proportion of industrial plant requirements manufactured indigenously. For this reason, British firms which can offer collaborative arrangements with Indian manufacturers will, generally, stand a better chance of winning orders. There may be fine judgements to be made here in that British firms will not want to see their technological advantage transferred to Indian collaborators. However, many firms have found that satisfactory deals can be concluded, and that they provide an excellent way of safeguarding a long-term presence in the market.

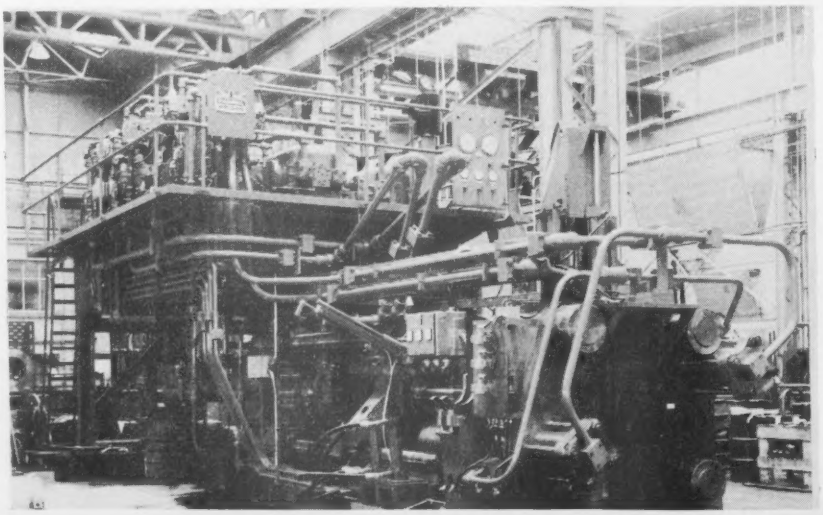
Indian government, India is a mixed economy, and the government has a significant role to play in business. Most of the fertiliser companies are nationalised, as are the contractors and many plant manufacturers. The government directly controls national development plans, individual companies' capital investment and imports. No sales effort in India would be complete if it failed to take this into account, and the Ministry of Chemicals and Fertilisers and the Ministry of Industry in Delhi are essential places to call.

Help for exports

The British government can help exporters sell to India in many ways. A large British aid scheme is directed particularly at the fertiliser-plant sector. Where British aid is used, British supply is stipulated, and this creates significant markets.

While many arms of the government are involved – the Ministry of Overseas Development, the Departments of Trade should make their initial point of contact wealth Office, and the British high commission in Delhi, as well as National Economic Development Office – firms should make their initial point of contact the Commercial Relations and Exports Division, Department of Trade, 1 Victoria Street, London SW1 0ET, tel. 01-215 5278/5279/5280.

A Farrel Bridge 1250 tonne metal-extrusion press which has been despatched to Alcobex Metals (P) Ltd, Jodhpur, India. It will be used for the manufacture of copper and brass tubes, rods, wire and open sections. The press will be commissioned by Farrel Bridge engineers when it is installed in July.



Overseas trade exhibitions

British fashion 'black magic' bewitches Paris

From Helen Taylor, British embassy, Paris

Spring session of the Paris salon du prêt-à-porter feminin held from 7 to 11 April let the British show off their fashion flair as never before. The Clothing Export Council, which sponsored a group of 51 companies, also arranged a fashion show on the theme of 'black magic', which regularly drew the crowds to the British section of the salon.

At a show which was generally less crowded than usual, good business was done by a number of British exhibitors. Marcel Fenez had some particularly good days, his clients being fairly equally divided between the French and other European buyers, notably Germans and Spanish. Also showing evening wear was Murray Arbeid, once again with a range of exquisite dresses, this time in the season's shocking colours and dramatic shapes.

The Radley group of companies took a very satisfactory number of orders for its range of clothes; and I. Flashman reported that this was the firm's best Paris show ever for its simulated fur coats and jackets. Laird Portch of Scotland did well enough to prove that the French taste for tartan is perennial.

Of the newcomers to the show, Susan Dean was kept constantly busy. This company was showing high-quality knitted ensembles which attracted a number of international buyers and the firm also received several inquiries from potential agents.

Salon international des industries de la fourrure

For the first time for a number of years, the Clothing Export Council also sponsored a separate group of companies at the salon international des industries de la fourrure, held in an adjacent hall at the Porte de Versailles Exhibition Park. Here, as in fashion exhibitions in general, it is the new look that sells particularly well, especially when combined with quality.

Of the British companies, M. Edelson, took substantial orders for its red fox furs, from buyers not only in France but also from other parts of the continent and from the United States. S. and A. Sandler Exports and Saul Sandler and Son Ltd did good business almost exclusively with French clients, particularly in musk rat and china mink furs. Jets Fur Design was also very pleased with business. Buyers also showed interest in the attractively trimmed coats of Philip Hockney. The reintroduction of this joint venture proved such a success that is likely to become a permanent addition to the Paris exhibition calendar.

British top of the class at Didacta

From G. M. Rogers, British consulate-general, Düsseldorf

Britain was the largest overseas exhibitor at the seventeenth international fair for educational materials and equipment (Didacta) which was held in Düsseldorf from 27 to 31 March and organised by the German Educational Materials Association of Frankfurt.

The event, considered the most important of its kind, covered eight halls. Of the 688 exhibitors from 22 countries, Britain had 47 firms, followed by the United States with 36. The exhibition attracted 78 500 visitors from 47 nations.

Apart from one independent exhibitor from Britain and a large number of British firms showing their products on their German agents' stands, the British joint venture of 46 firms was spread out on stands in five halls, according to the appropriate commodity sections. The British Overseas Trade Board with the consulate-general at Düsseldorf supported the 16 firms sponsored by the Book Development Council and the 30 firms sponsored by British Educational Equipment Association.

The Book Development Council members mainly displayed a range of educational books. The member firms thought that Didacta had been worthwhile as their export prospects had increased considerably as a result of taking part. Several members had entered into negotiations over buying and selling translation rights with prospective publishers and had received serious expressions of interest from teachers and potential distributors.

The BEEA maintained a small information area in hall 12 where the bulk of the joint-venture firms showed school furniture and fittings, laboratory equipment, teaching aids and demonstration equipment, as well as cassettes and language material. The firms reported satisfactory or good business. However, they were disappointed by the slow start to the exhibition and reported a noticeable absence of foreign buyers. In general, they received useful inquiries (some firms more than others) which are eventually expected to lead to orders, and the appointment of both regional and national distributors, not only for West Germany but also for a number of other European countries.

Hall 2 was chiefly devoted to the crafts, drawings, general school supplies and furniture for primary education. The three British firms were very pleased with the overall trading results, notably Community Playthings which took orders for £10,000 and received inquiries which are expected to lead to substantial follow-up business.

The four exhibitors in hall 3 showed a selection of products ranging from language laboratories to audio-visual programmes. Of these, Ozalid was probably the most success-

'Black magic' weaves its spell over fashion fair.

One of the exhibitor's stand at Didacta.

ful taking firm orders for £60,000 and inquiries for a further £500,000. Rank Audio Visual's unique and newly developed telescopic seating system created much interest. In hall 5 there were three firms showing educational publications and material of various descriptions, including Invicta Plastics which said that participation had been very rewarding. The company had had inquiries from as far afield as Trinidad, Guatemala and the Lebanon.

Didacta was undoubtedly the largest fair of its kind held to date in West Germany and was larger than the 1977 Didacta at Hanover.

The West German educational supplies market is very big with an annual turnover estimated at DM1.5 billion of which school books take DM600 million, educational supplies DM500 million and school furniture DM350 million. Total public sector spending on education in 1977 was DM60 billion and in 1978 DM66 billion. This means that for every mark spent on education, 2 to 3 per cent is spent on educational equipment and supplies. The federal republic probably spent a further DM2 billion in 1978 on secondary schools; DM10.2 billion will be spent in 1979-82.

Initial joint venture at Norway's boat show

From Jon Thomas, British embassy, Oslo

For the first time there was official British joint venture participation at Norway's 'Sea for all' pleasure boat exhibition. The exhibition, the seventeenth of an annual event, was held this year in Oslo.

The joint-venture participation was organised by the Shipping and Boat Builders' National Federation and the British Overseas Trade Board. Seven British firms participated: Chrisidon Marine, Marine Products, Newbridge Boats, Oldenburg Marine, Colvic Craft, Hunter Boats and Peter Storm. Of these, the last three were situated in the indoor hall. The British stands and moorings created an attractive image. All displayed informative boards giving the name of the company and the Norwegian agent, and were decorated with a stylised Union Jack pennant which made them easily identifiable.

The exhibition was organised by the Norwegian Boat Builders Association and the Motor Importers Association. It comprised 207 exhibiting firms who exhibited about 410 boats, of which 300 were presented at the indoor halls of the Norwegian Fair Organisation at Skøyen, and the remainder were moored at the outside jetties at the nearby Frognerstranda boat harbour.

Weather conditions for the outside exhibitors could have been better. Ice was still present in the fjord, and both the agents and representatives for the manufacturers, as well as the continuous flow of visitors, found the area quite fresh at times! In spite of these climatic deterrents, the exhibitors felt in general that the venue had been good. Several reported that sales were bound to result because of the genuine nature of the inquiries. Contracts were signed with one British company on the spot amounting to more than £50,000. The same agent regretted that he had not dared to order too many boats for this season because of the general depression, but had realised, too late, that he could easily have sold 'at least ten more boats'.

The exhibition began a 10-day run on 23 March and proved that many Norwegians are keenly interested in boats, a point supported by official statistics showing that every third Norwegian family has a boat. This year's exhibition can boast of being the second best of all 16 previous venues, with an attendance of 106 700 visitors, beaten only by the 1977 attendance of 114 000 visitors, which was the peak year before the recession made itself felt.

The market in Norway for pleasure boats is moving again, and British boat builders can afford to be more optimistic in preparations for their 1980 sales drive to Norway.

Year of the British carpet in Japan

From R. Lavery, British embassy, Tokyo

Britain's carpet industry has found the Japanese market increasingly interesting, with exports worth £170,000 in 1972 rising to over £2 million in 1978.

Under the sponsorship of the British Carpet Manufacturers' Association (BCMA), the fifth exhibition of British carpets was held at the British Export Marketing Centre in Tokyo from 10 to 14 April.

Carpeting is not the traditional form of Japanese floorcovering, but it is gradually taking over from the *Tatami* straw mat, rapidly so in the contract furnishing field. British industry has recognised this for some years, and has been patiently preparing the ground from which to take-off when finally Japan's interest in the western lifestyle influences interior design in the home.

Exhibitors were led by Geoffrey Davidson, chief executive of BCMA, with Colin Mann, sales and marketing director of XE Carpet Manufacturing Company, as industry spokesman.

The 17 companies taking part were experienced in Japan, several having taken part in all the previous exhibitions, and many visiting Japan each year. British carpet products are highly respected and this event has now become part of the local carpeting and interior furnishing trades' calendar.

But recognising that sections of that trade are still comparatively ill-informed about British expertise, carpet grading and contract specifying, the BCMA organised a seminar presented by Colin Mann and John Lloyd of CMC on behalf of the exhibitors. Their papers were well received by the packed audience, many of whom returned to the centre on subsequent afternoons to see a new film with a Japanese soundtrack which looked generally at the British carpet manufacturing industry.

Britain's greatest successes in Japan are currently Axminster, particularly of 100 per cent wool, and wall-to-wall carpeting. British manufacturers are however confirming useful business in other carpeting sectors, particularly in top-quality wool Wiltons and rugs, or where fresh designs and colour schemes are attracting the local trade. Geoffrey Davidson said that with nearly 1000 trade visitors he considered the fifth exhibition to have been reasonably 'bullish', and 1979 could be the year for the British carpets.

Collective expectations on the part of exhibitors and their agents suggest that if current business conditions in Japan persist, exhibitors may achieve sizeable increases in orders this year. Mr Davidson believed that the seminar had helped enormously to widen the concept and product knowledge of British carpeting among Japanese importers, wholesalers and trading houses and that it had been invaluable in attracting interest from contract carpeting specifiers.

New autumn range from the Millitron machine creates a stir on the Shaw Carpets stand.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Eighth Floor, 1 Victoria Street, London SW1H 0ET.

Overseas trade export services

Schenkers resumes services to Iran

Schenkers is resuming its road trailer services to Tehran and Tabriz for both groupage and full load movements.

Groupage services for these two towns are now available from London, Birmingham and Manchester but for destinations other than Teheran and Tabriz consignments must be transhipped in either Tabriz or Teheran and will be forwarded to final destination only after goods have been customs cleared.

Sea services to Iranian ports in the Gulf are also being resumed, but shipments can only be accepted on the basis of freight pre-paid.

Rail services to Djulfa have also been resumed on a limited scale and shipments will only be accepted for despatch by rail on the basis of freight being pre-paid in the United Kingdom.

Further information: circle 413

Shuttle off to Denmark

Carryfast International has begun a twice-weekly express van service to Copenhagen.

Consignments can be collected anywhere in the UK on Friday, for guaranteed delivery in Copenhagen on Monday from 07.00 hours. The second departure, on Wednesday, will deliver from 07.00 hours on Friday. Cargo for other parts of Denmark will be delivered on the same days by transhipment at Esbjerg or Herning the previous day.

Carryfast's intention is to provide a surface alternative to short-haul air routes, a scheduled door-to-door service can be offered for at least half the cost of comparable air-freight.

Further information: circle 414

Meadows starts deferred air freight to US

Meadows Airfreight has introduced a deferred air freight service to eight destinations in the United States, aimed at converting current sea groupage and less-than-container-load traffic to air freight.

Destinations served by this new service are New York, Boston, Chicago, Philadelphia, Baltimore, Washington, Cleveland and Detroit.

Cargo will be assembled at the Meadows consolidation depot at Colnbrook but held for a minimum of 72 hours prior to despatch.

No flight bookings will be given as cargo will move on a 'space available' basis but it is anticipated that cargo will reach the airport of destination within eight or nine days. This transit time is liable to fluctuate but generally will be maintained.

In return for these restrictions, Meadows Airfreight offers a freight rate from 26p per kg to New York and 29p per kg to Chicago from London. Rates from Manchester and Glasgow are slightly higher.

Further information: circle 415

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Nash Shipping Services goes to Mexico City

Nash Shipping Services' new container consolidation service through to Mexico City started on 1 April. The company claims this to be the first, independently operated less-than-container-load service with cargo being stripped and customs cleared within Mexico City.

It is felt by the company that this new concept offers a more secure service reducing the handling of cargo by no bulk breaking at the port of entry.

Competitive freight rates are offered from UK depot to free arrival Mexico City.

Cargo can be continuously received in London, Birmingham and Bradford and Nash estimates the depot-to-depot transit time to be approximately 27 days.

Further information: circle 416

Moscow information booklet available

The spring/summer 1979 edition of the pocket booklet 'Information Moscow' is now available from Barry Martin Travel.

This second issue is packed with information which includes location of Soviet government offices and commercial departments for overseas trade. It also lists banks, hotels, restaurants, taxi and car hire services, and 105 foreign embassies and their principal staff members in the USSR.

UK organisations which specialise in Anglo-Soviet business are listed in a 16-page section which also includes details of the USSR trade delegation in London, and hints for Moscow-bound travellers.

'Information Moscow' is published twice yearly, price £4.86 including VAT, and carries up-to-date information on Moscow, as well as a six-page section for Helsinki.

Further information: circle 417

News of export services

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in this feature should be addressed to the Editor, Trade and Industry, Eighth Floor, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Dudley Masters on 01-242 9478.

Damman added to Saudi Arabian coverage

T and K Freight Services has introduced a container groupage and full-container-load service to Damman, which, together with its existing services to Riyadh and Jeddah, completes T and K's coverage of the market.

T and K's Damman service will operate from its network of UK receiving depots and will be based on direct sailings from the UK and Damman. Contrex Transport of Al Khobar, Saudi Arabia, has been appointed clearing agent for the service, and the company will handle customs clearance, storage and onward transportation of goods to inland destinations.

The service will carry the T and K group's full commercial back-up including documentation, banking and insurance facilities, plus the benefits that are provided by a group with a full in-house freighting capability for land, sea and air freighting.

Further information: circle 418

AtlasAir consolidates to Bogotá

AtlasAir has begun a once-a-week direct consolidation service to Bogotá, Colombia. Transhipment is available to other cities in Colombia as well as to Chile and Ecuador.

The service uses the British Caledonian flight which leaves on a Tuesday arriving in Bogotá on Wednesday.

AtlasAir's agent in Colombia – Colcargo – is one of the leading air freight forwarders and customs brokers in the country. Colcargo has its own bonded warehouse very near Eldorado international airport, and it is expected that Colcargo can achieve an average clearance time of five days.

Further information: circle 419

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And how to bribe an African bureaucrat

The Observer

THE spring number of Business Traveller—an insider's guide to cheaper travel' is a fine gloat for managerial misers. The magazine is primarily designed as a comprehensive air travel guide for businessmen—from the appalling complexities of the fare structure to how far an accompanying wife (or lover) is tax-deductible. The amount of hard work involved in compiling all this makes your hair stand on end.

Everybody would find it useful, certainly interesting; and for firms I should have thought it was essential. It could save a fortune, not only in money but in executive wear and tear. You can buy single copies at the major

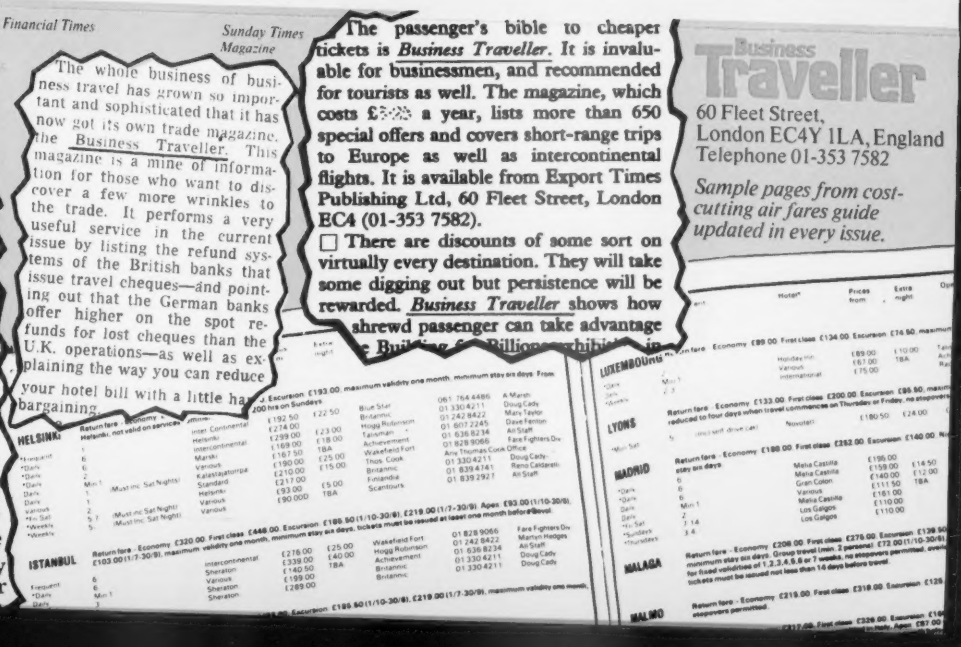
The Financial Times

The whole business of business travel has grown so important and sophisticated that it has now got its own trade magazine, the Business Traveller. This magazine is a mine of information for those who want to discover a few more wrinkles to the trade. It performs a very useful service in the current issue by listing the refund systems of the British banks that issue travel cheques—and pointing out that the German banks offer higher on the spot refunds for lost cheques than the U.K. operations—as well as explaining the way you can reduce your hotel bill with a little ha bargaining.

Sunday Times Magazine

The passenger's bible to cheaper tickets is *Business Traveller*. It is invaluable for businessmen, and recommended for tourists as well. The magazine, which costs £[illegible] a year, lists more than 650 special offers and covers short-range trips to Europe as well as intercontinental flights. It is available from Export Times Publishing Ltd, 60 Fleet Street, London EC4 (01-353 7582).

☐ There are discounts of some sort on virtually every destination. They will take some digging out but persistence will be rewarded. *Business Traveller* shows how shrewd passenger can take advantage



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For an international air journey, a resident of West Germany pays under IATA regulations – 51.5 per cent more than a British resident. The Swiss pay 43 per cent more, the Dutch 38.5 per cent more, the Belgians 34.2 per cent more, the Danes 32.1 per cent more, the Norwegians 20.2 per cent more and the Swedes 17.5 per cent more.

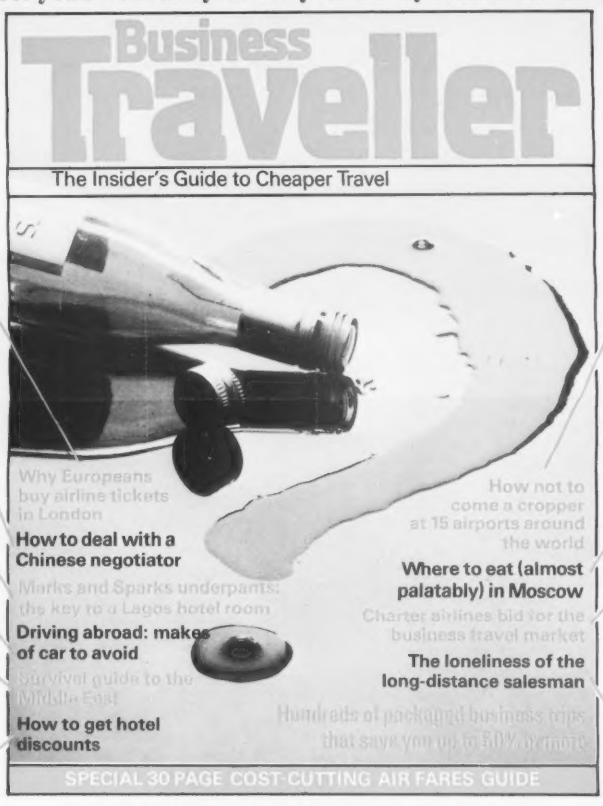
The nature of the man behind the 'inscrutable' exterior: their private lives, unofficial beliefs and personal attitudes towards those of us who were until recently known as '*pink devils*'.

Hotel reservations are frequently dishonoured in the oil-boom cities of the world. We advise on means of procuring a room.

Some car engines are ruined for life if they are fed with West German petrol.

A veteran Middle East traveller outlines an attitude which, if adopted, removes much of the nervous strain of visiting Arabia.

Sometimes it is possible to negotiate as much as 60% off advertised rates.


Business Traveller
The Insider's Guide to Cheaper Travel
Why Europeans buy airline tickets in London
How to deal with a Chinese negotiator
Marks and Sparks underpants: the key to a Lagos hotel room
Driving abroad: makes of car to avoid
Survival guide to the Middle East
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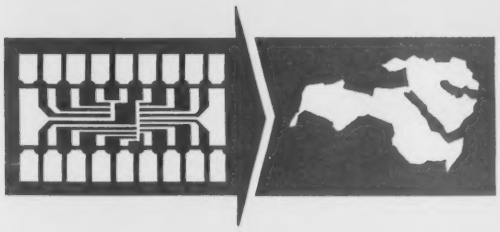
TECHNOLOGY TRANSFER TO ARAB NATIONS



ONE DAY CONFERENCE
IN LONDON

at the

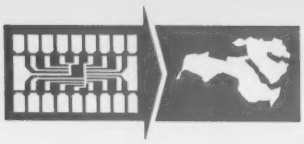
Centre Airport Hotel – London Heathrow

TUESDAY, 5TH JUNE 1979

Sponsored by: Innovation Sweden Innswed Ab and GEPI spa

Organised by Arabian Motamar
In association with Kuwait Airways and Allteck Ltd.

Chairmen
Dr. B. Lindley, MD – Electrical Research Association
Mr. L. Cotterell, MBE – Secretary, Institute of Patentees and Inventors 1963-1977



CONFERENCE PROGRAMME

09.15 Registration of Delegates.
Coffee.

09.45 Chairman's welcome and introduction.

10.00 The Realities of an Islamic Industrial State.
Speaker: Mr. C. Le G. Eaton, Islamic Centre.

Mr Eaton will explain and comment on the varying attitudes and policies by which Arab nations want to develop industrially. Essential to know when 'closing' contracts.

11.00 Coffee

11.30 An Arab Regional Centre for the Transfer and Development of Technology
Speaker: Professor Antoine Zahlan. University of Sussex: Founder member of Amman's Royal Society for Science.

Professor Zahlan will explain the functions of such an Arab centre, and show how exporters and bankers can benefit from its existence.

12.15 A Technology Data-Bank for Arab Nations.
Speaker: Mr. P.F. Matthews, BSc. Managing Director Allteck (Technology Initiatives) Ltd.

M. Matthews will outline the functions of Allteck, and then demonstrate how the company's 30,000 data-bank products can be utilised in Arab countries.

13.00 Lunch.

14.30 Utilising Tech
Regions.
Speaker Mr. S
Agent Genera
Government

Mr. Scriven will
is doing in the L
what spin-off bu
result from the
technology.

15.15 Investment an
Agreements w
Speaker: Mr.
Corporation

Mr. Frey will ou
developments in
and indicate hov
their Arab inves
agreements in th

16.00 Coffee.

16.15 The Role of I
Agreements i
Speaker: Mr.
ment of Trade

Mr. Kemmis wil
activities of tech
they affect the
companies and
will be made to

17.00 Chairman's su

17.30 Evening buffe
between dele
The buffet wi

echnology in Desert

Ir. Scriven BSc
neral, South Australian
ent

will outline what Australia
the Lybian desert and indicate
ff business opportunities can
the application of agrarian

t and Joint-Venture
ts with Arab Nations.
Mr. Frey, Swiss Bank
on

ll outline present
ts in Western-Arab trade,
e how companies should handle
nvestment and joint-venture
in the 1980s.

of Inter-Government
ts in Technology Transfer
Mr. O.H. Kemmis, Depart-
rade, London

s will outline these on-going
technology transfer and how
the corporate actions of
and banks. Special reference
e to Saudi Arabia.

's summary.

uffet and informal meetings
delegates and Arab officials.
t will finish at 19.00.

REGISTRATION FORM

To: Leo Kaloski
Conference Director, Arabian Motamar
55-58 Pall Mall, London SW1.
Telephone: 01-580 1544/5.

Please register the following delegate(s) for the conference 'Technology Transfer to Arab Nations".

Name . . . . . .

Title . . . . . .

Name . . . . . .

Title . . . . . .

Company . . . . . .

Address . . . . . .

. . . . . .

. . . . . .

Telephone . . . . . .Telex . . . . . .

Type of business . . . . . .

Signature . . . . . .Date . . . . . .

CONFERENCE FEE

The fee is £75 per person, plus 8% VAT. It covers the cost of documentation, lunch and evening buffet, list of attending delegates, and coffee.

☐ I/we enclose . . . . . ☐ Please invoice me/us.

Admission tickets will be mailed to you after payment.

METHOD OF PAYMENT

Total payment for the conference "Technology Transfer to Arab Nations" is to be made by Bank Draft/Cheque/Cash in Pound Sterling, or the equivalent amount in any suitable convertible currency, and made payable to:–
Arabian Motamar

CANCELLATION

Should you be unable to attend this conference, a full refund will be given for any cancellation that is received in writing or by telex, up to 15th May 1979. Any cancellation after this date, means that the £75 is transferred as a credit in the company's name, for any future Motamar conference in the ensuing 12 months. All admission tickets are transferable to another name, anytime.

OTHER SERVICES

☐ **Hotel Accommodation. The Organisers have secured rooms at the Centre Airport Hotel. £17 single: £17 twin.**
☐ **VAT Receipt. This form is returned to you, for purposes of a VAT receipt.**

EDUCATION
EMPLOYMENT
LICENSE AND ACQUISITIONS
INVESTMENT AND JOINT VENTURES
RESEARCH AND DEVELOPMENT

WHY YOU SHOULD ATTEND

The Arab nations have now entered their industrial renaissance with the purchase and importation of western-developed products and services. Within this commercial activity are numerous license and patent agreements via turnkey and joint-venture projects, which have radically changed and influenced Arab national economic and political structures. In turn, the creation of many new forms of employment have influenced traditional Islamic values and beliefs beyond the strict interpretation of the Koran.

The Arab nations have learnt that wealth alone cannot buy stability. Consequently, they are now gearing their development plans to western equity participations, acquisitions and import substitution. In turn, this means that they are coming into direct conflict with multinational corporations who virtually control world technology transfer.

The orderly development of technology transfer to Arab nations depends upon the idea of "Partners in Progress" in the occupations of research and development; licensing; joint-ventures; investment and education. Implementing these situations in a two-way transaction depends upon the long-term annual creation of thousands of Arab technical apprenticeships.

Consequently, this one-day conference on "Technology Transfer to Arab Nations" has been designed for Exporters and Bankers who are involved in the business fields as mentioned above, in order that they will have a wider understanding of their Middle Eastern trading activities.

Each speech will be presented by persons who are qualified to do so and each of them will answer questions to clarify any issue raised in the speech itself. Moreover the excellent conference facilities at the Centre Airport Hotel will include table, chair and writing material for each Delegate.

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world tional

Any and all arrangements can be made through our international travel agency facilities–air, sea or rail, personal or Corporate, hotel or package tour. You are billed through your monthly credit card statement.

Tax. Diners Club bills are acceptable evidence of expenditure for Accountants and Inland Revenue authorities. Unlike bank card systems, the Diners Club automatically returns bill forms with your statements for a complete record of all expenses–including travel, accommodation or entertainment charges, which are so difficult to keep track of.

Cardholder Security. If you lose your Diners card, from the moment you tell us, you are absolved from liability, otherwise you are liable for the first £30. An indemnity of 50p a year relieves you of all responsibility if your card is fraudulently used. There is a charge of 50p for replacement cards (unless covered by the indemnity scheme).

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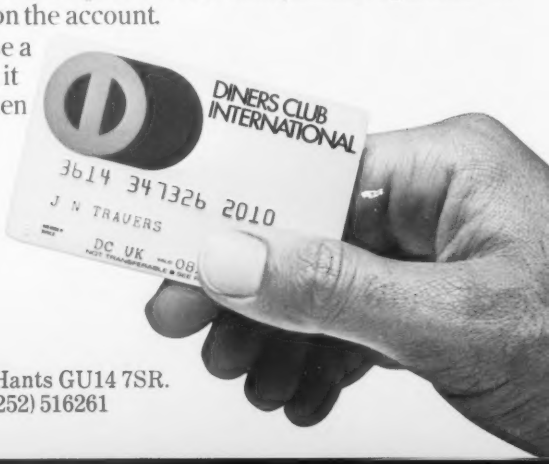
No need to enclose a fee with your application; it will be charged to you when your card is issued.



Diners Club House,
Kingsmead, Farnborough, Hants GU14 7SR.
Telephone: Farnborough (0252) 516261
Telex: 858686

DINERS CLUB INTERNATIONAL
The Diners Club Ltd,
The Diners Club House, Kingsmead,
Farnborough, Hants GU14 7BR

APPLICATION FOR MEMBERSHIP

BLOCK CAPITALS PLEASE

TI1

PERSONAL MEMBERSHIP ONLY

ENTRANCE FEE £10.00 for each account
SUBSCRIPTION £12.50 Additional family cards on the same account number £6.00 each.
Indemnity supplement 50p each. Is indemnity required? YES/NO.

Signature. The Diners Club Magazine is issued periodically to all accounts free of charge

Do not enclose the annual fee. It will be charged when the card is issued.

I wish to be elected to The Diners Club Limited and agree, if elected, to accept and abide by the Rules of the Club. If I am elected, please send me a membership card and new cards from time to time, in accordance with the said Rules I understand that members are elected by a committee and in the case where a candidate is not elected, I accept the fact that no reason need be given, nor is there any appeal.

Mr. ☐ Mrs. ☐ Miss ☐ | Surname | Forenames | Date of birth

Private Address | Phone No. | Profession or Occupation

Do you own your own home ☐ Or are you a tenant ☐ Or do you live in furnished accommodation ☐ (Please tick appropriate box)

How long have you lived there | (If less than 5 years, give previous address and how long you lived there)

Bankers name and address

Name and address of Company or firm

Position held | Length of present employment

Annual Salary: Under £5000 ☐ £5000 - £7500 ☐ £7500 - £10000 ☐ over £10000 ☐ other income ☐

If present employment less than 5 years give name and address of previous company or firm
Position and length of service

Your usual signature ► ◄

Please issue a supplementary Card to the undersigned (together with new cards from time to time in accordance with the said Rules) and charge any expenses incurred by the use of such Cards to my account. The undersigned confirms the request for such membership Card and new Cards.

Signed ► ◄

Mr. ☐ Mrs. ☐ Miss ☐ Surname Forenames

Usual Signature of Supplementary Applicant ► ◄

DINERS CLUB INTERNATIONAL
The Diners Club Ltd,
The Diners Club House, Kingsmead,
Farnborough, Hants GU14 7BR

APPLICATION FOR MEMBERSHIP

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COMPANY MEMBERSHIP ONLY

(Centralised or individual Account)

Entrance Fee - £10.00 for each account

(a) Individual accounts - first member £12.50, additional members £6.00 each.
(b) Centralised Accounts - first member £12.50, additional members £6.00 each, with a maximum subscription of £75.00 regardless of number of members.
Indemnity supplement 50p each with a maximum charge of £5.00 regardless of number of members.

Signature: The Diners Club Magazine is issued periodically to all accounts free of charge.

Do not enclose the annual fee. It will be charged when the card is issued.

We wish to be elected to The Diners Club Limited and agree, if elected to accept and abide by the rules of the Club. We understand that members are elected by a committee and in the case where a candidate is not elected, we accept the fact that no reason need be given, nor is there any appeal.

Name of company or firm	Address
Phone No.	

Type of Business	Year of incorporation	Registration Number

Bankers name and address

Please forward Membership Cards (and new cards from time to time in accordance with the said Rules) for the following applicants who are authorised to sign for bills incurred on behalf of our Company for which the Company accepts full responsibility and who by their signature(s) agree to be bound by the Rules for the time being of the Club and confirm the request for such membership Cards and new Cards.

Signed for and on behalf of the aboved named company or firm.

▶ ◀ ☐ Director ☐ Secretary ☐ Partner

	Full names of cardholders	Position held	Signature
1			
2			
3			
4			
5			
6			

Subscription Rate: INDIVIDUAL RATE ☐ BLOCK RATE ☐ INDEMNITY ☐ Is your company already a member YES/NO

PLEASE TICK APPROPRIATE BOXES

3/7-

TI1

Overseas trade country data

Australia

Vegetable and animal oils and fats. Following consideration of a report by the Industries Assistance Commission the Australian government has announced that from 5 April the rates of duty will be:

Tariff no/Commodity	Gen	Pref
15.01		
Lard, other pig fat and poultry fat, rendered or solvent-extracted	Free	Free
15.02		
Fats of bovine cattle, sheep or goats, unrendered; rendered or solvent extracted fats (including 'premier jus') obtained from those unrendered fats	Free	Free
15.03		
Lard stearin, oleostearin and tallow stearin; lard oil, oleo-oil and tallow oil, not emulsified or mixed or prepared in any way	Free	Free
15.05		
Wool grease and fatty substances derived therefrom (including lanolin)	Free	Free
15.07		
Fixed vegetable oils, fluid or solid, crude, refined or purified:	Free	Free
Goods, as follows:		
a Japan wax;		
b myrtle wax;		
c vegetable tallows;		
d oil, or a mixture of oils, of any of the following kinds (not including a mixture containing an oil of another kind):		
i almond oil;		
ii apricot kernel oil;		
iii avocado oil;		
iv babassu oil;		
v castor oil;		
vi coconut oil;		
vii oiticica oil;		
viii olive oil;		
ix palm kernel oil;		
x palm oil;		
xi pumpkin seed oil;		
xii sesame oil;		
xiii tung oil;		
xiv walnut oil;		
xv wheat germ oil		
900 Other:		
Goods, as follows:	10%	10%
a maize oil;		
b peanut oil;		
c soya bean oil;		
d rape seed oil		
15.08		
Animal and vegetable oils, boiled, oxidised, dehydrated, sulphurised, blown or polymerised by heat in vacuum or in inert gas, or otherwise modified:		
Epoxidised vegetable oil	25%	25%
Vegetable oils not falling within 15.08.1:		
Linseed oil and rapeseed oil	10%	10%
Safflower seed oil and soya bean oil	10%	10%
Sunflower oil	10%	10%
Other	10%	10%
Animal oils	Free	Free
15.13		
Margarine, imitation lard and other prepared edible fats:		
Polyunsaturated margarine	25%	25%
Other:		
Margarine and similar butter substitutes	10%	10%
Other	10%	10%
15.17		
Degras; residues resulting from the treatment of fatty substances or animal or vegetable waxes:		
Degras	Free	Free
Other	Free	Free

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Barbados

Flour. The Barbados authorities have announced that an import licence is now required for the following goods:

Tariff no./Description of goods
11.01
Flour of wheat, flour and maize
11.02
Cornmeal

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

New customs tariff. The Barbados authorities have issued a new customs tariff, which took effect on 1 April.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Belgium

Cosmetic products. The *Moniteur Belge*, 69, 7 April, published a decree dated 30 March concerning quantity markings on cosmetic products. This decree which takes into consideration EEC directive 76/768 dated 27 July 1976 came into force on 1 April.

Copies of the decree (in French) are available from OTAR 01-248 5757, ext. 288/466/467.

Chile

Motor vehicles. Further information has now been received on the duties for motor vehicles (*Trade and Industry* 16 February page 327) which states that:

a The import of second-hand cars will not be permitted.

b Import of new vehicles with engine capacity of 850cc will attract a tariff rate of 10 per cent plus 20 per cent VAT.

c Saloon cars with larger capacity engines will pay an import duty of 90 per cent (valid for 1979 only – see full table below), although an additional consumer tax will apply. This tax of 100 per cent will be levied on the amount the landed cost exceeds US$12,000 as a result of the multiplication of the works cost by a factor of 3.6. The ceiling of US$12,000 will be updated once a year on 1 March to reflect the variation of the cost of living index used in the United States for the preceding period of 12 months. The Chilean government has also opted to reduce the consumer tax from 100 per cent to the following percentages in the periods indicated:

1980:90%, 1981:80%, 1982:70%, 1983:60%.

Import duties on other motor vehicles:

Per cent

	1979	80	81	82	83	84	85	86
Four wheel drive cars (exceeding 850cc) and vans	90	80	70	60	50	30	20	10
Saloon cars (exceeding 850cc) and passenger vehicles up to 15 seats	90	80	70	60	50	30	20	10
Pick up vans (over 850cc) up to 5000 kg carrying capacity	65	65	60	60	50	30	20	10
Vans exceeding 5000 kg carrying capacity	10	10	10	10	10	10	10	10
Passenger vehicles with 16 seats and over	10	10	10	10	10	10	10	10
Trucks, lorries and articulated trucks	10	10	10	10	10	10	10	10

Inquiries: OTAR 01-248 5757 ext. 474/476.

Indonesia

Import duty and sales tax changes. *Trade and Industry*, 12 January and 9 February, gave details of the tariff headings affected by the measure introduced by the Indonesian government on 18 November 1978 granting an exemption of 50 per cent on the import duty and sales tax chargeable on certain materials when the materials concerned are to be used for domestic industrial production.

The Indonesian government has now announced that from 1 March this exemption also applies to the following tariff headings:

11.08.10, 15.11.00, 24.02.60, 37.02.10, 38.11.55, 39.03.50, 48.03.00, 48.04.90, ex 48.10.90, ex 51.04.20, 59.08.90, 59.13.00, ex 73.10.49, 76.03.10, 76.03.20, ex 98.03.90

Also from 1 March the government has withdrawn the exemption from the following tariff headings:

25.23.20, 48.01.50, 48.15.90, 70.04.10, 70.04.20, 70.04.30, 70.04.40, 70.04.49, 70.04.90, 73.11.10, 73.11.20, 73.14.10, 73.20.10, 73.20.20, 73.20.90, 73.32.50, 79.06.30, 83.15.00

In addition and again from 1 March the import duty and import sales tax have been reduced on the following tariff headings:

28.02.20, 28.02.30, 39.02.40, 39.02.46, 47.01.10, 47.01.20, 47.01.24, 47.01.30, 47.01.34, 47.01.36, 47.01.40, 47.01.90, 73.13.10, 84.06.82, 84.06.84, 84.06.86, 84.06.88, 84.06.89, 84.06.90, 84.10.30, 84.63.10, 84.63.20, 85.08.10, 85.08.19, 85.08.30, 85.08.40, 85.09.10, 85.09.90, 87.12.10

Import duty and sales tax information will be given if the correct tariff number and description of products are provided.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel. direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Israel

Fuel excise order, 1979. The Israeli authorities have issued the Fuel Excise (Imposition of Excise) (No. 2) Order, 1979 amending the 1978 order, which has been revoked.

The details of the new order are as follows:

Heading/Description	Unit	Rate of excise in agorot
1 Liquefied petroleum gas	kg	23.8
2 In this heading: 'benzine' means a liquid hydrocarbon distillate of a final boiling point not exceeding 205° C. 'Special boiling point' means a liquid hydrocarbon distillate of an initial boiling point exceeding 40° C. and a final boiling point not exceeding 90° C., provided that for any particular product of this kind the range of boiling points (the initial and the final) shall not exceed 30° C. 'Consumer price' means the highest price prescribed for every kind of benzine in the Commodities and Services Control (Maximum Prices for Fuels) (No. 2) Order, 1979.		
Benzine:		
a of a special boiling point intended for the production of vegetable oils from seeds, beans or oil nuts or their cakes, or for the production of olive oil from olive waste for the manufacture of soap and used as aforesaid, provided the removal of any quantity from the place of production is approved in advance by the Director	litre	167
b Other:		
1 of an octane number not exceeding 83	litre	277
2 of an octane number exceeding 83 not exceeding 85 if the benzine is used for the operation of Army vehicles	litre	277
3 Other	litre	346
3 Naturally produced petroleum gases and gaseous hydrocarbons	m^3	30.4
4 In this heading 'kerosene' means a liquid hydrocarbon distillate of which 20 per cent by volume evaporates at a temperature up to 200° C., and having a flash point of at least 38° C.		
Kerosene	litre	76
5 In this heading 'naphtha' means a liquid hydrocarbon distillate of a final boiling point not exceeding 205° C. with a flash point of at least 35° C. and a density of at least 0.780		
Naphtha	litre	76
6 In this heading 'gas oil' means gas oil from direct or pressure distillation – a liquid hydrocarbon distillate, of a final boiling point exceeding 310° C., of which at least 90 per cent by volume evaporates at a temperature of 357° C. with a flash point of at least 66° C. A mixture of gas oil and mazut, where the percentage of gas oil exceeds 90 per cent shall be considered as gas oil		
Solar gas oil	litre	53

Inquiries: OTAR 01-248 5757 ext. 458.

Liberia

Curfew. Visitors to Liberia should note that reports have been received that the government of Liberia has imposed a curfew on Monrovia between 18.00 hours and 06.00 hours following recent outbreaks of violence in the city.

Inquiries: CRE 01-215 3064.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Nigeria

Exchange control. Following the notice (*Trade and Industry* 13 April, page 83) the following additional information on exchange control provisions of the 1979/80 budget has been received:

1 Tax clearance certificates: A Central Bank circular to all authorised dealers operating in Nigeria dated 2 April states that 'the presentation of a tax clearance certificate covering the preceding three years will be a prerequisite for the granting of exchange control approval for *all* transactions in respect of the private sector.'

2 Deposits for imports: From 1 April all imports, except capital goods, raw materials, medicaments and essential food imports, shall be subject to an advance deposit requirement of 100 per cent, with the exception of cement where a 50 per cent deposit would be required. A Central Bank monetary policy circular issued on 5 April states that 'it is compulsory for all banks to demand and obtain such advance deposits regardless of whether the imports are covered by letters of credit or are to be paid for on a collection basis. Orders already placed for cement and for which the form M had been registered before 1 April 1979 shall be exempted from this requirement provided that the consignment arrives in the country not later than 30 September 1979. All affected imports ordered after 1 April 1979, and those which arrive in Nigeria after 1 April 1979, irrespective of when the order was placed, will be subject to the advance deposit requirements.'

Inquiries: CRE 01-215 3064.

Senegal

Dakar industrial free zone. From 24 January the basic minimum investment of 200 million CFA francs and the creation of 150 jobs, originally imposed on foreign investors, have been reduced by the Senegal authorities. According to the new law, a firm or group of firms will be authorised to set up in the Dakar industrial free zone, provided that they meet with a minimum investment of 100 million CFA francs and create employment for a minimum of 100 Senegalese workers and executives.

Inquiries: CRE 01-215 5334.

South Africa

Industrial rebates. The following amendments were published in the South African *Government Gazette* 6 April:

R.728, item 307.04, CCCN.39.02(i): The effect of this notice is that the provisions for a rebate of duty on vinyl chloride polymers a in unplasticised sheets of a thickness exceeding 0.5 mm but not exceeding 2 mm rigid, for the manufacture of plastic goods of plate, sheet, strip or film, b in printed sheets, strip and film for the manufacture of women's or girls' clothing, e in unprinted sheets, strip and film, of a thickness exceeding 0.04 mm but not exceeding 0.075 mm, for the manufacture of infants' bibs, aprons and pilches, d in sheets, strip and film for the manufacture of box fillers, and e in the form of foam plastic of a thickness of exceeding 2 mm for the manufacture of plastic goods of plate, sheet, strip or film, are withdrawn.

2 The remaining provisions are extended to include not only vinyl chloride polymers but also vinyl chloride copolymers, for the manufacture of the prescribed products.

3 Provision is made for a partial rebate of duty on certain pressure-sensitive foam plastic or vinyl chloride polymers and copolymers for cutting into strip of a width not exceeding 80 mm.

General rebates

R.729, item 412.06: The rebate of duty in item 412.06 is restricted to food containing soya-protein concentrate specially prepared for infants.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Customs tariff changes. The following amendments were published in the South African *Government Gazette*, 30 March:

R.623, CCCN 51.04: The reference to crepe fabrics and seersucker fabrics in sub-heading 51.04.28 is deleted.

R.618, item 128.60, CCCN 92.11: *Ad valorem* excise and customs duties of 20 per cent are imposed on television image and sound recorders or reproducers.

General rebates

R.619, item 405.11: It is made clear that only goods that are approved by the secretary may be entered under rebate of duty in terms of item 405.11 by organisations or bodies for the care of persons with physical or mental defects or the aged.

R.622, item 460.16, CCCN 85.15: The provision for a rebate of duty on television cameras, television monitors and remote control apparatus for television cameras, for the underwater survey of ships is withdrawn.

Rebates and refunds of excise duty

R.620, item 610.07: It is made clear that only excisable goods that are approved by the secretary may be entered under rebate of excise duty in terms of item 610.07 by organisations or bodies for the care of persons with physical or mental defects or the aged.

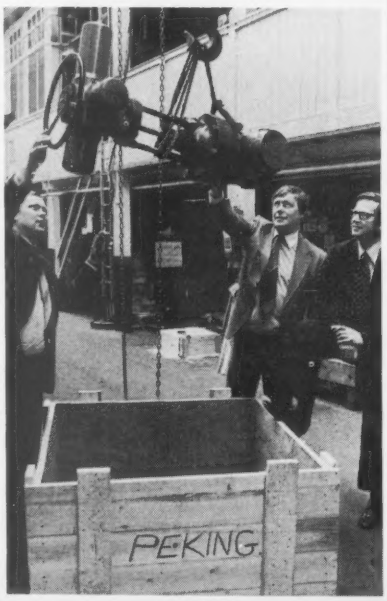
Industrial rebates

R.621, item 306.01, CCCN 29.14: Provision is made for a partial rebate of duty on acetic acid, entered for home consumption not later than 31 July for the manufacturing of vinyl acetate monomer and calcium acetate.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Exhibition debut in China for Hopkinsons

A Hopkinsons' venturi parallel slide valve (actuator operated) being loaded into a crate at the Britannia Works, Huddersfield, ready for shipment to China where the company will be participating in the British energy exhibition in Peking. Supervising the loading are (from right to left): Rex Watson, engineering director; Alan Barber, soot-blower division manager; and David Perkin, export manager



Statistics

The economy: selected indicators[1]

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers'	of which: Retailers'	Current balance	Visible balance	Invisible balance
	at 1975 prices		at 1975 prices			at 1975 prices				at current prices		
Base of index Series in Stock level at end-1977	1975	£ million	£ million			34,469	19,995	4,540	3,181	£ million		
1973	103.3	65 586	21 609	3 504	4 674	2 983	1 336	432	624	−999	−2 383	1 384
1974	101.4	64 212	21 175	3 822	4 605	1 462	1 288	361	−180	−3 591	−5 235	1 644
1975	100.0	63 385	20 488	3 522	3 841	−1 625	−1 221	−249	−100	−1 843	−3 236	1 393
1976	102.9	63 540	20 395	3 345	3 926	260	316	131	13	−1 137	−3 601	2 464
1977	104.9	62 954	19 961	3 573	4 325	978	442	266	29	298	−1 744	2 042
1978	108.1	66 397	20 514	3 848	4 681	962	595	−15	333	254	−1 175	1 429
1976 3rd qtr	103.3	15 934	5 177	849	1 005	163	99	81	46	−411	−1 136	725
4th qtr	104.2	16 007	4 955	856	1 014	259	260	17	27	−315	−966	651
1977 1st qtr	103.8	15 622	4 821	851	1 030	430	235	82	117	−428	−946	518
2nd qtr	104.5	15 551	5 010	879	1 044	293	97	179	4	−297	−779	482
3rd qtr	105.0	15 876	5 057	910	1 103	−70	−6	−80	−59	522	−3	525
4th qtr	106.5	15 905	5 073	932	1 149	325	116	85	−33	501	−16	517
1978 1st qtr	105.9	16 296	5 151	923	1 162	291	38	81	62	−341	−596	255
2nd qtr	108.4	16 487	5 161	963	1 173	280	272	−62	128	146	−173	319
3rd qtr	109.2	16 858	5 147	981	1 161	302	175	45	54	51	−367	418
4th qtr	108.8	16 756	5 055	982	1 184	89	111	−79	89	398	−39	437
1979 1st qtr		16 850										
% change last 2 qtrs on prev. 2 qtrs.	+1.7	+0.8	−1.1	+4.1	+0.4							
on a year earlier	+3.1	+4.4	+0.7	+6.6	+4.1							

	Industrial production		Personal expenditure		Prices and earnings					Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students	% of total employees	Unfilled vacancies for adults	Export	Import
	at 1975 prices		at 1971 prices	monthly averages	(not seasonally adjusted)				(old series)	mid-month count		mid-month count	at 1975 prices	
Base of index £m in base year Series in	1975	1975	1971 16,296	thousands	Jan. 1974		1975	1975	Jan. 1970	thousands		thousands	1975 19,463 On a balance of payment basis	1975 22,699
1973	109.5	108.4	110.3	137.1	93.5	9.1	58.8	66.7	152.1	611.0	2.6	307.0	97.7	108.8
1974	105.1	106.5	109.0	102.8	108.5	16.0	86.8	81.8	179.1	599.7[2]	2.6[2]	302.7[2]	104.2	109.7
1975	100.0	100.0	106.7	97.2	134.8	24.2	100.0	100.0	226.6	929.0	3.9	150.0[2]	100.0	100.0
1976	102.0	101.4	106.5	104.7	157.1	16.5	127.0	117.3	261.9	1 269.8[2]	5.4[2]	120.4[2]	109.7	105.6
1977	105.8	102.8	103.6	107.1	182.0	15.8	145.6	140.5	288.5	1 378.1	5.8	155.6[2]	118.9	107.2
1978	109.7	103.6	109.2	129.9	197.1	8.3	144.6	153.3	330.2	1 375.6	5.8	210.3	122.9	112.6
1977 1st qtr	105.6	103.9	103.3	102	174.1	16.5	144.8	133.0	280.0	1 329.5	5.6	..	115.9	108.8
2nd qtr	105.5	102.4	102.4	104	181.9	17.4	148.8	139.6	285.3	1 340.6	5.6	157.7	117.7	110.6
3rd qtr	106.2	103.0	104.2	110	184.7	16.5	146.5	143.8	288.3	1 414.6	5.9	151.9	124.6	107.3
4th qtr	105.8	101.8	104.7	113	187.4	13.1	142.2	145.8	300.4	1 427.8	6.0	160.1	117.3	102.3
1978 1st qtr	107.0	102.2	106.4	128	190.6	9.5	140.2	149.2	310.9	1 409.4	5.9	187.7	119.6	113.5
2nd qtr	110.8	104.5	107.9	133	195.8	7.7	146.3	151.8	327.8	1 372.7	5.7	210.3	122.2	109.7
3rd qtr	111.5	105.1	110.7	133	199.2	7.8	144.9	154.8	335.7	1 380.5	5.8	213.0	124.8	114.9
4th qtr	109.7	102.5	111.7	127	202.6	8.1	147.1	157.3	346.4	1 339.7	5.6	230.3	124.8	112.3
1979 1st qtr			110.2 p	131	208.9	9.6				1 350.7	5.7	234.6		
1978 Apr	111.1	105.1	106.9	130	194.6	7.9	145.1	150.9	324.1	1 387.1	5.8	203.7	124.3	104.8
May	110.1	103.5	108.2	127	195.7	7.7	146.8	151.9	326.2	1 366.4	5.7	209.9	120.5	113.3
Jun	111.1	105.0	108.6	142	197.2	7.4	147.0	152.7	333.0	1 364.7	5.7	217.4	121.9	111.1
Jul	111.6	105.0	111.0	111	198.1	7.8	145.8	153.8	333.2	1 371.4	5.7	211.0	125.7	114.3
Aug	112.1	105.8	111.7	142	199.4	8.0	144.2	154.8	334.7	1 392.1	5.8	209.3	124.5	111.3
Sep	110.7	104.3	109.6	144	200.2	7.8	144.8	155.7	339.2	1 378.3	5.8	218.7	124.3	119.1
Oct	108.5	101.7	110.2	133	201.1	7.8	145.7	156.6	344.5	1 359.6	5.7	228.4	125.9	110.8
Nov	109.5	102.4	110.5	126	202.5	8.1	147.3	157.1	344.5	1 338.8	5.6	231.3	122.5	113.7
Dec	111.2	103.5	113.8	121	204.2	8.4	148.3	158.3	350.1	1 320.7	5.5	231.2	126.0	112.5
1979 Jan	103.0 p	93.4 p	109.6	121	207.2	9.3	150.8	160.0	344.7	1 339.1	5.6	235.9	113.1	107.3
Feb	110.4 p	103.8 p	110.4	117	208.9	9.6	152.0 p	161.7 p	355.4	1 362.5	5.7	230.9		
Mar			110½ p	156	210.6	9.8	153.8 p	162.9 p		1 350.4	5.7	237.0		
Apr										1 310.9 p	5.5	249.7 p		
% change latest 3 months														
on prev. 3 months	−1.3	−2.5	−1.3	+3.7	+3.1		+3.5	+2.7	+2.1	+0.6		+2.7	−3½	−2
on a year earlier	+1.2	−2.0	+3.6	+2.3	+9.6		+8.6	+8.3	+13.9	−4.1		+22.4	+5	+5½

p Provisional. e Estimate. [1] Including figures published on or before 27 April 1979. [2] Average of available months.

Inquiries: 01-215 3453

Economic indicators of the industrial countries

The tables have been prepared for the convenience of users who do not have access to the sources themselves. International publications (as indicated) have been used, supplemented, where available, by later reports, denoted – e. The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated and from the national publications of the countries concerned. Exchange rates are those used in the basic data sources. The group of industrial countries, taken as comprising the members of the Organisation for Economic Co-operation and Development (OECD), is western Europe, north America, Japan, Australia and New Zealand. Consumer prices apart, New Zealand is excluded from OECD totals in that insufficient information is available.

The five tables in this article are published monthly. A full set of tables with commentary appears quarterly (see *Trade and Industry*, 2 March).

Consistent with the OECD source, indices now appear on 1975 = 100.

Inquiries: 01-215 3442.

Table 1 Industrial production (excluding construction) seasonally adjusted

Indices 1975 = 100

	Belgium	Luxembourg	France [2]	F.R. of Germany [4]	Ireland	Italy r	Netherlands	United Kingdom r	EEC [1] [3]	Canada	United States	Japan	OECD [3]
Weights in total	1.6	0.1	7.9	13.5	0.2	4.9	1.8	5.6	35.6	3.7	34.9	15.5	100
1974	111	128.1	108	106.0	107	109.7	105	105.0	107	105.7	109.8	111.7	109
1975	100	100.0	100	100.0	100	100.0	100	100.0	100	100.0	100.0	100.0	100
1976	109	106.3	109	107.3	109	111.6	106	102.7	108	105.1	110.2	111.0	109
1977	109	106.8	110	110.5	118	111.6	107	107.4	110	109.3	116.4	115.6	113
1978	111	112.2	113	113.0		113.8	108	110.7	112	115.2	123.3	122.7	118
1977 1st quarter	110	106.6	112	111	114	118.7	107	107.5	111	108.5	113.4	115.3	112
2nd	108	108.0	111	110	117	112.8	108	107.4	110	108.6	116.3	115.2	113
3rd	109	105.5	110	110	117	112.5	105	107.9	110	109.4	117.5	115.1	113
4th	108	107.3	109	111	123	110.5	107	106.9	110	110.9	118.3	116.6	114
1978 1st quarter	109	113.4	110	111	127	114.5	107	108.2	111	112.3	118.5	120.0	115
2nd	108	109.2	114	111	129	113.6	106	111.5	112	113.7	122.2	122.1	117
3rd	111	111.9	112	114	126	114.0	108	112.3	113	115.8	124.8	122.8	118
4th	116	114.9	115	115		120.6	111	110.8	114	119.1	127.1	125.4	120
1977 October	107	104.0	109	110		111.0	106	106.5	109	110.6	117.9	115.0	113
November	108	110.5	111	110		111.9	105	106.4	110	110.8	118.3	117.0	114
December	109	107.4	108	113		108.7	109	107.7	110	111.3	118.6	117.9	114
1978 January	108	114.5	111	114		113.2	107	108.1	112	110.6	117.8	119.1	115
February	109	116.0	111	110		115.1	107	108.6	111	112.8	118.2	119.2	114
March	109	109.6	113	110		115.0	107	108.0	111	113.5	119.6	121.7	116
April	109	109.9	117	111		113.0	108	111.9	112	113.9	121.6	121.8	117
May	110	108.6	114	110		113.3	103	110.7	111	112.9	122.2	122.2	117
June	107	109.1	112	112		114.5	108	112.0	112	114.4	123.0	122.3	117
July	111	112.8	113	114		113.7	110	112.5	113	114.9	124.0	121.2	118
August	109	113.5	113	113		113.2	105	113.1	113	114.2	124.9	123.1	118
September	112	109.5	115	115		115.2	108	111.4	114	118.3	125.5	124.1	119
October	114	114.3	115	115		120.9	108	109.3	115	117.9	126.2	123.9	120
November	112	114.2	115	115		121.4	109	110.5	115	118.7	127.0	125.3	119
December	122	116.3	116	115		119.5	114	112.6	116	120.7	128.0	127.1	120
1979 January	114		117	115		118.4	110	105.1	114	121.4	128.0	127.4	120
February								114.2			128.4		
% change latest three months On previous three months	3.9	2.7	1.5	n.a.	−2.3	2.9	3.7	0.2	0.9	3.0	1.5	2.3	0.6
On a year earlier	7.1	7.1	5.5	n.a.	7.7	7.6	3.7	2.3	3.9	8.4	8.4	7.3	4.7

[1] Excluding Denmark. [2] Yearly and quarterly data have more complete coverage than monthly data. [3] The monthly figures for OECD and EEC are weighted by Department of Trade consistent with the quarterly figures published by OECD. [4] From November 1978, data not comparable with those for previous periods. e Estimated. r Revised.
Source: United Kingdom, Central Statistical Office; all others 'OECD Main Economic Indicators'.

Pontoon TMI 1, which is to carry outsize chemical processing equipment through the Arctic weather window to Siberia this year. Constructed by Barn Lake Engineering at Milford Haven, the pontoon forms part of a £175 million contract won by Davy International (Oil and Chemicals) to supply two methanol plants to the USSR.

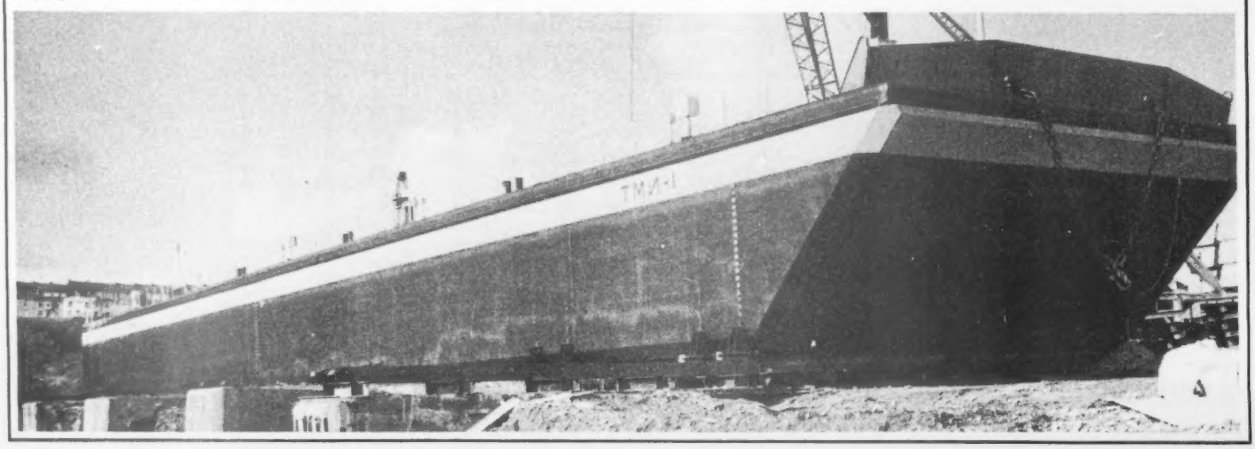


Table 3 **Unemployment** seasonally adjusted*

Numbers thousands

	Belgium [3]	Denmark [6 8]	France [1 8]	F.R. of Germany [1]	Ireland [3]	Italy [4 7]	Nether-lands r[1]	United Kingdom [1 8]	Canada r[4]	United States [4]	Japan [4]
1974	105	*50*	498	583	48	1 113	135	600 [5]	521	5 076	740
1975	177	*124*	840	1 074	75	1 230	195	929	697	7 830	1 000
1976	229	*126*	933	1 060	84	1 426	211	1 270	736	7 288	1 080
1977	264	164	*1 073*	1 030	82	1 545	204	1 378	862	6 856	1 100
1978	282	191	*1 167*	993		1 571	206	1 376	922	6 047	1 241
1977 1st quarter	249	147	997	1 018	82	1 459	204	1 330	816	7 178	1 052
2nd	261	156	1 067	1 025	83	1 432	202	1 341	832	6 949	1 099
3rd	272	163	1 134	1 054	82	1 692	203	1 415	863	6 708	1 131
4th	276	172	*1 084*	1 023	80	1 598	205	1 428	895	6 492	1 124
1978 1st quarter	279	185	*1 061*	1 014	78	1 520	205	1 409	901	6 179	1 173
2nd	285	183	*1 139*	984	76	1 455	202	1 373	922	6 028	1 251
3rd	284	185	1 234	1 008	74	1 658	206	1 380	921	6 027	1 288
4th	281	189	1 224	952		1 651	209	1 340	900	5 908	1 251
1979 1st quarter	287 e		1 285	922 e		1 632		1 351			
1977 August	273	163	1 153	1 059	82		202	1 410	864	6 795	1 124
September	274	165	1 124	1 043	82		203	1 435	872	6 624	1 108
October	274	168	*1 100*	1 034	81		204	1 432	885	6 654	1 085
November	278	172	*1 081*	1 027	81		207	1 430	896	6 635	1 139
December	275	176	*1 070*	1 009	79		205	1 422	904	6 187	1 149
1978 January	278	180	*1 040*	1 002	79		206	1 419	886	6 292	1 141
February	278	183	*1 057*	1 028	78		205	1 409	894	6 092	1 176
March	281	191	*1 086*	1 012	77		204	1 400	924	6 153	1 200
April	283	184	*1 105*	978	77		203	1 387	916	6 063	1 212
May	287	182	1 135	987	76		202	1 366	927	6 156	1 254
June	286	182	1 176	989	74		202	1 365	923	5 864	1 288
July	283	183	1 225	1 009	74		204	1 371	908	6 176	1 265
August	285	185	1 251	1 020	74		206	1 392	922	5 940	1 282
September	283	187	1 226	997	73		208	1 378	933	5 964	1 317
October	282	187	1 219	981	72		209	1 360	899	5 836	1 275
November	282	188	1 215	950			209	1 339	906	5 877	1 280
December	279	190	1 238	924			210	1 321	895	6 012	1 200
1979 January	282	180	1 256	959			210	1 339	897	5 883	1 152
February	288		1 285	936			213	1 363	872	5 881	1 049
March	291 e		1 313	871 e				1 350			
April								1 311			
Rate % latest month	10.8	6.9	7.0	3.8	9.7	7.6	5.1 e	5.5	7.9	5.7	1.9
% change latest three months											
On previous three months	2.1	−0.2	5.0	−3.1	−2.2	−1.2	1.1	0.6	−2.7	0.6	−12.2
On a year earlier	2.9	5.7	n.a.	−9.1	−10.6	7.4	2.8	−4.1	−0.7	−4.3	−1.9

*Unemployment data are defined and collected on different bases in different countries. The following notes indicate main variations preventing direct international comparison. [1] Numbers registered at employment offices. Rates are calculated as percentages of total employees. [3] Excluding school leavers. [4] Insured unemployed. Rates are calculated as percentages of total insured population. [4] Labour force sample survey. Rates are calculated as percentages of total labour force. The quarterly data for Italy relate to January, April, July and October. [5] Estimated in the absence of one month's figures. [6] From 1977, including unemployed insured for loss of part time jobs. [7] Not seasonally adjusted. [8] Data from October 1977 to April 1978 are affected by administrative changes which tend to reduce the figures. [9] Numbers registered at employment offices. As from January 1979, rates are calculated as a percentage of total labour force. ■ Estimated. n.a. Not available. r Revised. Source: 'OECD Main Economic Indicators' and *Department of Employment Gazette*.

Table 5 **Consumer prices** All goods and services

Indices 1975 = 100

	Belgium	Luxem-bourg	Denmark	France	F.R. of Germany	Ireland	Italy	Nether-lands	United Kingdom	EEC [1]	Canada	United States	Japan	OECD[1]
1974	88.7	90.3	91.3	89.5	94.4	82.7	85.5	90.7	80.5	88.9	90.3	91.6	89.4	90.0
1975	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
1976	109.2	109.8	109.0	108.6	104.5	118.0	116.8	108.8	116.5	110.3	107.5	105.8	109.3	108.6
1977	116.9	117.2	121.1	119.9	108.6	134.1	138.3	115.8	135.0	121.7	116.1	112.6	118.1	118.5
1978	122.1	120.8	133.3	130.8	111.4	144.3	155.1	120.5	146.2	130.4	126.5	121.2	122.6	128.3
1977 1st quarter	114.3	115.3	115.3	114.9	107.3	129.1	131.6	113.0	129.2	117.6	112.3	109.7	115.3	114.6
2nd	116.2	117.1	119.0	118.5	108.8	134.0	136.6	115.8	134.9	121.0	114.9	112.1	118.4	117.7
3rd	117.9	117.9	122.0	121.3	109.0	135.4	140.1	116.6	137.0	122.9	117.4	113.7	118.8	119.7
4th	119.3	118.4	128.3	123.6	109.3	137.8	144.8	117.8	139.0	124.8	119.9	115.0	119.8	121.8
1978 1st quarter	120.8	119.2	129.9	125.5	110.7	139.8	148.6	118.2	141.4	126.9	122.1	116.9	120.3	124.0
2nd	121.3	120.5	132.0	129.1	111.7	142.2	153.1	119.9	145.3	129.6	125.1	120.0	122.7	127.1
3rd	122.6	121.2	133.6	132.5	111.7	146.6	156.8	121.5	147.8	131.5	128.3	122.8	123.6	129.7
4th	123.9	122.3	137.5	135.3	111.8	148.7	161.5	122.6	150.3	133.7	130.3	125.3	123.9	132.4
1977 December	119.7	118.4	128.7	124.0	109.5		145.7	117.9	139.8	125.3	120.7	115.4	119.1	122.3
1978 January	120.3	119.0	129.2	124.5	110.2		146.9	117.5	140.6	126.0	121.2	116.1	119.6	123.1
February	120.8	119.2	129.8	125.5	110.8	139.8	148.4	118.0	141.4	126.8	121.9	116.9	120.1	124.0
March	121.1	119.6	130.7	126.6	111.1		150.3	119.0	142.3	127.7	123.3	117.7	121.2	125.0
April	121.2	120.2	131.2	127.9	111.4		151.8	119.8	144.4	128.8	123.6	118.8	122.5	126.1
May	121.4	120.4	132.3	129.2	111.7	142.2	153.2	120.0	145.2	129.6	125.3	119.9	123.2	127.2
June	121.4	120.8	132.6	130.2	112.0		154.5	119.9	146.3	130.3	126.4	121.2	122.5	128.1
July	122.1	121.0	132.9	131.7	112.0		155.4	120.8	147.0	131.1	128.3	122.0	123.0	129.0
August	122.6	121.1	133.5	132.5	111.7	146.6	156.2	121.4	147.9	131.5	128.4	122.7	123.1	129.7
September	123.1	121.3	134.4	133.4	111.4		158.7	122.3	148.5	132.3	128.2	123.6	124.6	130.7
October	123.4	122.0	136.9	134.6	111.4		160.1	122.6	149.2	133.0	129.5	124.6	124.8	131.7
November	123.8	122.4	137.7	135.3	111.7	148.7	161.8	122.6	150.2	133.8	130.5	125.3	123.5	132.4
December	124.4	122.4	137.8	136.0	112.2		162.6	122.5	151.5	134.4	130.9	125.9	123.3	133.1
1979 January	125.1	123.4	137.9	137.2	113.4		165.3	122.2	153.7	136.0	131.9	127.0	123.4	134.3
February	125.5	124.0	138.6	138.2	114.0	154.8	168.3 e	122.9	155.0	136.9 e	133.1	128.5	123.0	135.4 e
March	125.6 e				114.8 e				156.2					
Percentage change														
Latest month on same month a year earlier	3.7	4.0	6.8	10.1	3.3	10.8	13.4	4.2	9.8	8.0	9.2	9.9	2.4	9.2
Latest three months on previous three months	1.2	1.1	1.3	2.0	2.1	4.1	3.2	0.1	3.1	2.1	2.0	2.1	−0.9	2.0
Latest three months on a year earlier	3.9	3.7	6.9	10.0	3.0	10.8	12.5	4.0	9.6	7.7	8.8	9.5	3.0	9.0

e Estimated. [1] EEC and OECD figures are being revised to take account of amended 1975 weights and last month's revisions to the French figures.
Source: 'OECD Main Economic Indicators'.

Table 8 **Exports** (fob) Special trade [1], seasonally adjusted r

US $ million

	Belgium/ Luxembourg	Denmark [2]	France	F.R. of Germany [3]	Ireland [2]	Italy	Nether-lands	United Kingdom [2]	EEC [4]	Canada	United States [2 5]	Japan [2]	OECD
1974	28 260	7 716	45 900	89 160	2 628	30 288	32 436	38 827	275 100	32 784	98 508	55 536	532 932
1975	28 812	8 712	52 212	90 024	3 216	34 824	34 440	44 270	295 992	32 304	107 652	55 752	567 804
1976	32 844	9 108	55 812	102 036	3 312	36 924	38 748	46 542	325 044	38 628	114 996	67 224	630 492
1977	37 488	10 068	63 516	117 936	4 392	45 036	43 680	57 526	379 620	41 556	120 168	80 496	715 104
1978 [4]	44 808	11 844	76 464	141 936	5 688		50 016	71 729		46 152	143 664	98 244	
1977 1st quarter	9 010	2 526	15 125	(27 897)	956	10 557	10 530	12 977	(89 492)	10 250	(29 786)	19 133	171 027
2nd	9 210	2 390	15 341	(28 788)	1 017	11 233	10 770	14 292	(92 571)	10 178	(30 574)	19 631	175 767
3rd	9 277	2 525	16 236	(29 541)	1 172	11 098	11 248	14 950	(96 152)	10 396	(30 609)	20 309	180 839
4th	9 755	2 645	17 132	(32 048)	1 250	12 037	11 325	15 307	(102 812)	10 496	(29 485)	21 440	187 358
1978 1st quarter [4]	10 262	2 710	17 594	(32 394)	1 351	11 772	12 089	17 122	(103 793)	10 640	(31 083)	23 382	196 899
2nd	10 365	2 885	18 264	(34 755)	1 332	13 224	12 054	16 715	(109 962)	11 440	(35 807)	23 770	207 156
3rd	11 217	3 026	19 955	(35 746)	1 444	12 991	12 897	18 440	(116 053)	11 524	(37 780)	25 094	218 264
4th	12 594	3 288	21 204	39 176	1 568		13 398	19 500		12 165	39 427	26 069	
1977 August	2 993	850	5 462	(9 861)	396	3 881	3 849	4 823	(32 170)	3 495	(9 479)	6 730	59 838
September	3 290	852	5 586	(10 199)	380	3 596	3 691	5 106	(32 885)	3 360	(10 884)	6 610	61 249
October	3 167	849	5 645	(10 369)	388	3 620	3 663	5 017	(32 724)	3 609	(9 174)	6 960	60 181
November	3 200	872	5 539	(10 197)	413	3 924	3 744	4 898	(33 268)	3 040	(9 093)	7 235	60 721
December	3 388	924	5 948	(11 482)	449	4 493	3 918	5 392	(36 820)	3 847	(11 218)	7 245	66 456
1978 January [4]	3 520	887	5 680	(10 942)	475	3 704	4 008	5 369	(34 455)	3 293	(10 150 e)	7 607	64 058
February	3 282	933	5 747	(10 772)	423	4 062	4 032	6 068	(34 822)	3 792	(10 036 e)	7 971	65 823
March	3 460	890	6 167	(10 680)	453	4 006	4 049	5 685	(34 516)	3 555	(10 897 e)	7 804	67 018
April	3 549	947	6 227	(12 108)	455	4 657	3 962	5 607	(38 081)	4 299	(11 975)	7 802	69 736
May	3 397	933	5 848	(10 354)	422	4 286	4 032	5 528	(34 615)	3 570	(11 720)	7 961	67 004
June	3 419	1 005	6 189	(12 293)	455	4 281	4 060	5 580	(37 266)	3 571	(12 112)	8 007	70 416
July	3 650	902	6 537	(10 664)	457	4 122	4 164	5 990	(36 225)	3 619	(12 054)	8 026	68 760
August	3 740	1 027	6 453	12 169	477	4 318	4 235	6 203	38 578	3 646	12 390	8 354	72 606
September	3 827	1 097	6 965	12 910	510	4 551	4 498	6 247	40 704	4 259	13 412	8 714	76 898
October	4 281	1 110	7 176	13 346	499	5 281	4 583	6 526	42 953	3 819	12 774	8 382	78 154
November	4 348	1 050	7 208	13 172	545	5 326	4 405	6 427	43 127	4 189	13 134	8 787	79 546
December	3 965	1 128	6 820	12 658	524		4 410	6 547		4 157	13 519	8 900	
1979 January		1 098	7 153					6 037					

[1] See notes to table 9.

Source: United Kingdom, Department of Trade; all others: 'OECD Series "A" '.

Table 9 **Imports** (cif) Special trade [1], seasonally adjusted r

US $ million

	Belgium/ Luxembourg	Denmark [2]	France	F.R. of Germany [3]	Ireland [2]	Italy	Nether-lands	United Kingdom [2]	EEC [3]	Canada [2]	United States [2 3 5]	Japan	OECD
1974	29 700	9 852	52 824	68 976	3 816	40 968	33 204	54 344	293 568	32 292	100 968	62 112	583 080
1975	30 708	10 332	54 240	74 208	3 804	38 364	35 148	53 618	300 048	33 960	96 936	57 864	587 376
1976	35 352	12 420	64 392	87 780	4 200	43 368	39 948	56 269	343 428	37 956	121 788	64 800	676 308
1977	40 248	13 260	70 488	100 704	5 388	47 556	45 600	63 740	386 940	39 540	147 852	70 812	765 936
1978 [4]	48 360	14 760	81 684	120 732	7 104		52 872	78 652		43 560	173 292	79 848	
1977 1st quarter	9 379	3 285	17 317	(24 170)	1 243	11 910	11 224	15 322	(94 292)	9 874	(35 405)	17 625	185 655
2nd	9 564	3 282	17 338	(24 116)	1 286	12 074	11 280	16 429	(95 020)	10 081	(37 721)	17 610	190 907
3rd	9 487	3 372	17 854	(25 593)	1 417	11 344	11 581	15 779	(95 811)	9 850	(37 600)	17 698	192 793
4th	10 125	3 291	18 236	(27 435)	1 474	12 143	11 693	16 210	(101 804)	9 871	(37 640)	17 928	196 200
1978 1st quarter [4]	10 992	3 467	19 144	(28 054)	1 524	11 953	12 419	18 977	(105 698)	9 660	(40 778)	18 429	206 318
2nd	10 851	3 500	19 567	(28 977)	1 748	12 741	12 524	18 754	(108 911)	11 148	(43 200)	18 999	212 913
3rd	11 869	3 773	20 901	(30 326)	1 937	13 854	13 639	20 239	(116 017)	10 914	(44 570)	20 172	224 439
4th	12 983	4 123	22 578	33 626	1 948		14 751	20 681		11 843	46 123	22 389	
1977 August	3 390	1 125	6 068	(8 393)	461	3 883	3 942	4 936	(32 140)	3 291	(12 167)	6 013	64 608
September	3 199	1 148	5 957	(8 594)	488	3 703	3 796	5 369	(32 161)	3 257	(12 652)	5 844	64 248
October	3 255	1 092	5 896	(8 557)	486	4 023	3 752	5 337	(32 562)	3 359	(11 954)	5 850	64 405
November	3 359	1 094	6 218	(8 773	479	3 882	3 926	4 998	(33 321)	2 997	(11 581)	6 000	63 824
December	3 511	1 105	6 122	(10 105)	509	4 238	4 015	5 875	(35 921)	3 515	(14 105)	6 078	67 971
1978 January [4]	3 626	1 150	5 397	(9 824)	537	3 807	4 117	6 257	(35 935)	3 059	(12 582)	6 176	67 254
February	3 673	1 148	6 180	(9 252)	515	4 071	4 145	6 163	(34 776)	3 691	(14 848)	6 277	70 243
March	3 693	1 169	6 567	(8 978)	472	4 075	4 157	6 557	(34 987)	2 910	(13 348)	5 976	68 821
April	3 535	1 143	6 530	(10 104)	546	4 326	4 253	5 666	(36 408)	4 253	(15 328)	6 584	71 768
May	3 664	1 179	6 529	(9 050)	597	4 502	4 233	5 562	(36 429)	3 430	(14 165)	6 655	71 020
June	3 652	1 178	6 508	(9 823)	605	3 913	4 038	6 526	(36 074)	3 465	(13 707)	5 760	70 125
July	3 753	1 175	6 729	(9 686)	604	5 133	4 480	6 522	(37 528)	3 707	(15 643)	6 384	73 624
August	4 096	1 291	6 977	10 113	673	4 233	4 534	6 698	38 658	3 440	13 778	5 706	73 207
September	4 020	1 307	7 195	10 664	660	4 488	4 625	7 019	40 013	3 767	15 358	7 082	77 608
October	4 379	1 385	7 548	11 237	681	4 844	4 918	6 861	42 028	3 843	15 402	6 911	80 627
November	4 334	1 351	7 522	11 264	695	5 384	5 039	6 992	43 422	3 836	14 931	7 412	81 619
December	4 270	1 387	7 508	11 125	572		4 794	6 828		4 164	15 790	8 066	
1979 January		1 300	7 730					6 597					

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] fob. [4] In these tables, from January 1978, the trade of Ireland, United Kingdom, United States, Italy and Japan are classified according to SITC Rev 2. The changes are described in an article in *Trade and Industry* 10 February 1978, which also gives for the UK an indication of the magnitude of the change. It is thought that other countries have also adopted this classification from the beginning of 1978, but the extent of the discontinuity has not been ascertained. Percentage changes may be misleading and have therefore been omitted. [5] The OECD has revised the seasonally adjusted figures. It has been possible to include only the published revisions at this stage, therefore figures in parenthesis are still on the old basis. e estimate r revised.

Source: United Kingdom, Department of Trade; all others: 'OECD Series "A".

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Insolvencies in England and Wales: first quarter

On a seasonally adjusted basis, company liquidations increased slightly in the first quarter of 1979 from the low level of the previous quarter but the number of bankruptcies fell appreciably.

Table 1 shows that the number of company liquidations, seasonally adjusted, was the lowest for four years apart from the fourth quarter of 1978 and the series would appear to be still on the downward trend which started in early 1977. Creditors' voluntary liquidations increased sharply from about 570 to 670 but not enough to offset the sharp fall of the previous quarter. Compulsory liquidations fell from about 590 to about 540, continuing the fluctuating pattern of recent quarters. Before seasonal adjustment, there were 1233 company liquidations comprising 558 compulsory and 675 creditors' voluntary. The total is 8 per cent below the first quarter of 1978 with the compulsory 2 per cent up and the creditors' voluntary 15 per cent down.

Table 1 also shows that, on a seasonally adjusted basis, bankruptcies (receiving orders, administration orders and deeds of arrangements) fell from about 1035 in the fourth quarter to about 880 in the first quarter, still above the third quarter 1978 level of about 855. It is not yet clear whether the downward trend which started in mid-1977 has flattened out or not. (The sharp falls in the first two quarters of 1977 were due largely to effects of increases in the monetary limits in bankruptcy proceedings and in the deposits on bankruptcy petitions.)

High Court and county court figures

The numbers of receiving and administration orders and of compulsory winding up orders made in the High Court and county courts during the first quarter of 1979 and the four preceding quarters were as follows:

	1978				1979
	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr
Receiving and administration orders					
High Court	424	460	268	526	493
County courts	603	568	494	483	462
Total	1 027	1 028	762	1 009	955
Compulsory liquidation winding-up orders:					
High Court	450	508	188	702	478
County courts	99	102	93	123	80
Total	549	610	281	825	558

Industrial analysis

Table 2 gives the industrial analysis of receiving orders administered (including administration orders and deeds of arrangement) up to the fourth quarter of 1978. This table excludes orders that were rescinded before the business of the debtor could be investigated and deeds that were voided; the figures therefore do not

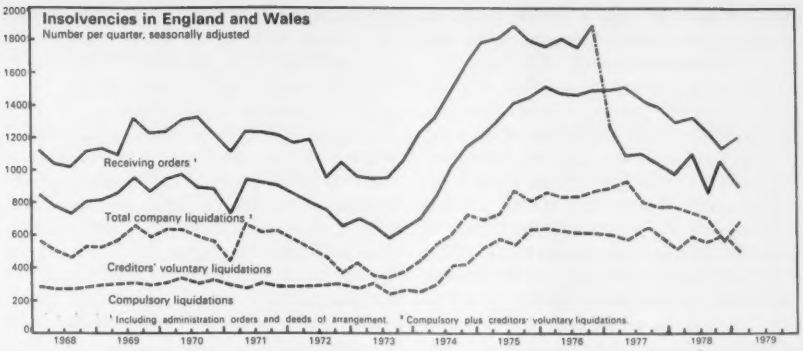

Table 1 Insolvencies

England and Wales — Number

	Bankruptcies					Company liquidations					
	Unadjusted				Seasonally adjusted	Unadjusted			Seasonally adjusted		
	Total	Receiving orders	Administration orders	Deeds of arrangement	Total	Total	Compulsory	Creditors' voluntary	Total	Compulsory	Creditors' voluntary
1968	4 298	4 123	27	148		3 165	1 108	2 057			
1969	4 772	4 532	20	220		3 510	1 181	2 329			
1970	5 087	4 878	29	180		3 689	1 269	2 420			
1971	4 793	4 630	13	150		3 506	1 166	2 340			
1972	4 337	4 225	19	93		3 063	1 150	1 913			
1973	3 917	3 805	12	100		2 575	1 080	1 495			
1974	5 718	5 595	13	110		3 720	1 395	2 325			
1975	7 271	7 123	20	128		5 398	2 287	3 111			
1976	7 207	7 089	19	99		5 939	2 511	3 428			
1977	4 485	4 388	15	82		5 831	2 425	3 406			
1978	3 901	3 812	14	75		5 086	2 265	2 821			
1969											
1st qtr	1 231	1 173		58	1 137	872	318	554	825	296	529
2nd	1 095	1 055		40	1 097	871	308	563	860	295	565
3rd	1 215	1 157		58	1 316	798	171	627	961	308	653
4th	1 231	1 167		64	1 222	969	384	585	864	282	582
1970											
1st qtr	1 314	1 273		41	1 233	981	318	663	939	303	636
2nd	1 321	1 280		41	1 312	966	339	627	964	330	634
3rd	1 219	1 174		45	1 321	744	169	575	902	310	592
4th	1 233	1 180		53	1 221	998	443	555	884	326	558
1971											
1st qtr	1 171	1 145		26	1 110	760	310	450	732	299	433
2nd	1 253	1 205		48	1 236	945	285	660	940	273	667
3rd	1 137	1 092		45	1 232	777	172	605	928	311	617
4th	1 232	1 201		31	1 215	1 024	399	625	906	283	623
1972											
1st qtr	1 222	1 197		25	1 163	877	291	586	850	281	569
2nd	1 200	1 175		25	1 186	799	293	506	794	280	514
3rd	866	844		22	947	614	160	454	760	297	463
4th	1 049	1 028		21	1 041	773	406	367	659	292	367
1973											
1st qtr	1 011	982		29	955	710	273	437	698	270	428
2nd	952	919		33	940	653	308	345	651	299	352
3rd	875	858		17	957	463	130	333	586	247	339
4th	1 079	1 058		21	1 065	749	369	380	640	264	376
1974											
1st qtr	1 322	1 296		26	1 221	713	264	449	696	254	442
2nd	1 341	1 314		27	1 328	844	309	535	834	291	543
3rd	1 377	1 355		22	1 507	829	224	605	1 037	423	614
4th	1 678	1 643		35	1 662	1 334	598	736	1 153	427	726
1975											
1st qtr	1 938	1 900		38	1 771	1 238	540	698	1 220	529	691
2nd	1 816	1 783		33	1 817	1 317	593	724	1 307	578	729
3rd	1 719	1 693		26	1 892	1 138	279	859	1 419	547	872
4th	1 798	1 767		31	1 791	1 705	875	830	1 452	633	819
1976											
1st qtr	1 921	1 891		30	1 745	1 554	687	867	1 529	667	862
2nd	1 807	1 785		22	1 823	1 490	653	837	1 463	627	836
3rd	1 592	1 571		21	1 753	1 150	324	826	1 459	621	838
4th	1 887	1 861		26	1 886	1 745	847	898	1 488	595	892
1977											
1st qtr	1 373	1 350		23	1 248	1 542	653	889	1 504	620	884
2nd	1 092	1 067		25	1 107	1 533	602	931	1 494	571	923
3rd	1 002	980		22	1 109	1 125	336	789	1 444	643	801
4th	1 018	1 006		12	1 021	1 631	834	797	1 389	591	798
1978											
1st qtr	1 042	1 027		15	947	1 341	549	792	1 320	533	787
2nd	1 050	1 028		22	1 064	1 373	610	763	1 345	592	753
3rd	774	762		12	856	977	281	696	1 257	549	708
4th	1 035	1 009		26	1 034	1 395	825	570	1 164	591	573
1979											
1st qtr	973	955		18	881	1 233	558	675	1 207	537	670

agree with those in table 1, which are for all receiving orders, administration orders and deeds of arrangement made. The data vary from quarter to quarter though there is a tendency for certain groups, eg construction, always to form a large proportion of the total. The compilation of the data for the fourth quarter of each year differs from that for the first three quarters (see notes at end) and it is therefore preferable to compare the industrial analysis for 1978 as a whole with that for 1977 and to avoid comparison between the analysis for the fourth quarter and preceding quarters.

The percentage accounted for by self-employed individuals rose slightly from 75 per cent in 1977 to 77 per cent in 1978. Changes in the percentages for individual industry groups were mostly fairly small, the largest being the increase from 5.7 per cent to 7.5 per cent for hotels and restaurants and the fall from 12.4 per cent to 11.1 per cent for non-food retailing; the latter figure was back to its 1976 level. The fall in the percentage accounted for by 'other individuals' came in the two categories 'employees, no occupation and unemployed' and 'directors and promoters of companies'. The proportion in the 'occupation unknown' category increased but this may be revised as further information becomes available.

Table 3 gives the industrial analysis of company liquidations up to the fourth quarter of 1978. Between the third and fourth quarter the share of manufacturing in the total often falls and that of construction rises and this has happened in 1978. Manufacturing industries accounted for 20 per cent of total liquidations in the fourth quarter 1978 compared with 25 per cent in the third quarter and 17 per cent in the fourth quarter of 1977; construction accounted for 21 per cent in the fourth quarter compared with 18 per cent in the third quarter and 19 per cent in the fourth quarter of 1977. There were falls between the third and fourth quarters in the shares of wholesaling and retailing and increases in road haulage and the residual categories of 'other consumer services' and 'other industries'. Comparing the year 1978 with the year 1977 the biggest changes were an increase of 2½ percentage points in the share of financial and professional services and a fall of over 4 percentage points in 'other industries'. Retailing increased by 2 percentage points, mainly on the non-food side, while wholesaling fell by 2 percentage points, mainly in non-consumer goods. Manufacturing and construction both increased by 1 percentage point.

Small changes in the industrial analysis should not necessarily be regarded as significant, particularly between quarters, if only because of the difficulty of making precise industrial classification in many cases and because of the erratic nature of the series.

Inquiries: Department of Trade, Economics and Statistics Division 6a, Room 166, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5538.

Notes

An article describing these statistics and giving quarterly figures from the beginning of 1960 to the end of 1974 (with industrial analyses from the beginning of 1969 to the third quarter of 1974) was published in *Economic Trends* for March 1975.

The figures for bankruptcies in table 1 refer to persons, who are dealt with under the Bankruptcy Act 1914 and the Bankruptcy (Amendment) Act 1926 or who make arrangements with their creditors under the Deeds of Arrangement Act 1914. A receiving order is made by the court on the petition of a creditor if it is satisfied that the debtor has committed an act of bankruptcy, as listed in section 1 of the Bankruptcy Act 1914, or on the petition of the debtor himself. The order makes the official receiver, who is an officer of the court, receiver of the debtor's estate and deprives the debtor of the right to deal with it. Administration orders, which are made under section 130 of the Bankruptcy Act 1914, relate to deceased insolvents. Deeds of arrangement relate to arrangements between debtors and creditors that are reached, without recourse to the courts, under the Deeds of Arrangement Act 1914.

Insolvent partnerships are dealt with under the bankruptcy acts and are included in the figures for receiving orders in table 1. A single receiving order may be made against a partnership or receiving orders may be made against partners individually, when each is included in table 1. If separate receiving orders are made, they are consolidated before being proceeded with and appear as a single receiving order in table 2.

Receiving orders administered, referred to in table 2, are those receiving orders not consolidated or rescinded before the end of the year. For the first three quarters of the year, the industrial analysis in table 2 is compiled about two months after the end of the quarter, to allow time for the statistics to be collected. Some of these receiving orders may later be rescinded. The analysis for the fourth quarter is obtained by subtracting the figures for the first three quarters from the figures for the full year. The industrial analysis for the full year takes account of revisions to the figures for the first three quarters and these are reflected in the analysis for the fourth quarter. It is therefore not appropriate to compare the industrial analysis for

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842 or 01-215 5879.

Table 2 Industrial analysis of receiving orders administered [1]

England and Wales

	Numbers							Percentages						
			1977	1978						1977	1978			
Industry	1977	1978	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1977	1978	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr
Self-employed														
Agriculture	72	55	21	21	9	13	12	1.7	1.5	1.5	2.4	1.0	1.9	1.0
Manufacturing:														
Food, drink and tobacco	—	1	—	—	—	1	—	—	—	—	—	—	0.1	—
Chemicals	2	1	2	—	—	—	1	—	—	0.1	—	—	—	0.1
Metals and engineering	43	52	25	12	8	6	26	1.0	1.4	1.8	1.4	0.9	0.9	2.3
Textiles and clothing	32	32	13	6	3	3	20	0.8	0.9	0.9	0.7	0.3	0.4	1.7
Timber and furniture	24	29	17	2	7	3	17	0.6	0.8	1.2	0.2	0.8	0.4	1.5
Paper, printing and publishing	16	13	9	1	2	—	10	0.4	0.4	0.7	0.1	0.2	—	0.9
Other manufacturing	13	11	8	—	1	2	8	0.3	0.3	0.6	—	0.1	0.3	0.7
Total manufacturing	130	139	74	21	21	15	82	3.1	3.8	5.4	2.4	2.3	2.2	7.1
Construction	986	875	361	192	210	155	318	23.6	24.2	26.3	21.7	23.5	22.9	27.6
Road haulage	252	194	107	51	42	32	69	6.0	5.4	7.8	5.8	4.7	4.7	6.0
Wholesaling:														
Consumer goods	44	44	19	3	9	15	17	1.1	1.2	1.4	0.3	1.0	2.2	1.5
Non-consumer goods	62	46	22	20	9	6	11	1.5	1.3	1.6	2.3	1.0	0.9	1.0
Retailing:														
Food	273	233	96	61	55	66	51	6.5	6.4	7.0	6.9	6.2	9.7	4.4
Non-food	517	400	171	113	88	85	114	12.4	11.1	12.4	12.8	9.8	12.5	9.9
Financial and professional services	213	180	85	34	36	38	72	5.1	5.0	6.2	3.8	4.0	5.6	6.2
Hotels and restaurants	239	269	80	58	77	41	93	5.7	7.5	5.8	6.5	8.6	6.0	8.1
Garages	175	170	90	36	40	31	63	4.2	4.7	6.5	4.1	4.5	4.6	5.5
Other consumer services	152	137	59	41	29	14	53	3.6	3.8	4.3	4.6	3.2	2.1	4.6
Other industries	36	46	12	9	5	14	18	0.9	1.3	0.9	1.0	0.6	2.1	1.6
Total	3 151	2 788	1 197	660	630	525	973	75.4	77.2	87.1	74.5	70.5	77.4	84.5
Other individuals														
Employees, no occupation and unemployed	625	425	—	165	170	90	—	15.0	11.8	—	18.6	19.0	13.3	—
Directors and promoters of companies	357	265	178	47	68	40	110	8.5	7.3	12.9	5.3	7.6	5.9	9.5
Occupation unknown	44	132	—	14	26	23	69	1.1	3.7	—	1.6	2.9	3.4	6.0
Total	1 026	822	178	226	264	153	179	24.6	22.8	12.9	25.5	29.5	22.6	15.5
All receiving orders administered	4 177	3 610	1 375	886	894	678	1 152	100.0	100.0	100.0	100.0	100.0	100.0	100.0

[1] Receiving orders made during the year, *less* those consolidated or rescinded before the end of the year, together with administration orders and deeds of arrangement on the same basis. The totals for all receiving orders administered are thus not equal to the totals shown in table 1. The construction of the quarterly figures is explained in the notes at the end of the article.

Table 3 **Industrial analysis of total compulsory and creditors' voluntary liquidations.**
England and Wales

Industry	Numbers							Percentages						
			1977	1978						1977	1978			
	1977	1978	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr	1977	1978	4th qtr	1st qtr	2nd qtr	3rd qtr	4th qtr
Agriculture	*25*	*29*	*8*	*8*	*7*	*6*	*8*	*0.4*	*0.6*	*0.5*	*0.6*	*0.5*	*0.6*	*0.6*
Manufacturing:														
Food, drink and tobacco	38	40	11	8	15	8	9	0.7	0.8	0.7	0.6	1.1	0.8	0.6
Chemicals	31	22	10	6	8	4	4	0.5	0.4	0.6	0.4	0.6	0.4	0.3
Metals and engineering	343	310	76	71	87	75	77	5.9	6.1	4.7	5.3	6.3	7.7	5.5
Textiles and clothing	239	225	56	63	49	50	63	4.1	4.4	3.4	4.7	3.6	5.1	4.5
Timber and furniture	128	128	36	33	29	37	29	2.2	2.5	2.2	2.5	2.1	3.8	2.1
Paper, printing and publishing	136	103	30	32	28	21	22	2.3	2.0	1.8	2.4	2.0	2.1	1.6
Other manufacturing	264	248	60	67	61	48	72	4.5	4.9	3.7	5.0	4.4	4.9	5.2
Total manufacturing	1 179	1 076	279	280	277	243	276	20.2	21.2	17.1	20.9	20.2	24.9	19.8
Construction	1 004	929	314	241	228	171	289	17.2	18.3	19.3	18.0	16.6	17.5	20.7
Road haulage	256	229	95	51	80	33	65	4.4	4.5	5.8	3.8	5.8	3.4	4.7
Wholesaling:														
Consumer goods	291	232	107	68	64	48	52	5.0	4.6	6.6	5.1	4.7	4.9	3.7
Non-consumer goods	185	88	43	34	14	16	24	3.2	1.7	2.6	2.5	1.0	1.6	1.7
Retailing:														
Food	96	101	20	32	29	23	17	1.6	2.0	1.2	2.4	2.1	2.4	1.2
Non-food	692	681	205	187	207	126	161	11.9	13.4	12.6	13.9	15.1	12.9	11.5
Financial and professional services	723	765	254	213	212	144	196	12.4	15.0	15.6	15.9	15.4	14.7	14.1
Hotels and restaurants	144	161	39	39	49	25	48	2.5	3.2	2.4	2.9	3.6	2.6	3.4
Garages	108	119	24	24	35	24	36	1.9	2.3	1.5	1.8	2.5	2.5	2.6
Other consumer services	506	357	153	98	97	60	102	8.7	7.0	9.4	7.3	7.1	6.1	7.3
Other industries	622	319	90	66	74	58	121	10.7	6.3	5.5	4.9	5.4	5.9	8.7
Total	5 831	5 086	1 631	1 341	1 373	977	1 395	100.0	100.0	100.0	100.0	100.0	100.0	100.0

the fourth quarter with the analysis for the earlier quarters of the year.

Insolvent companies are dealt with under the Companies Acts 1948 and 1967 and the figures for company liquidations in table 1 refer to the two types of liquidation that involve insolvency. The figures for compulsory liquidations relate to winding-up orders made by the courts. The figures for creditors' voluntary liquidations, in which the company and its creditors come to terms without court proceedings, relate to notifications of resolutions to wind up. There is a third type, members' voluntary liquidations: these do not involve insolvency and they are not included in the figures in this article.

The Insolvency Act 1976 changed some aspects of the law relating to both bankruptcy and company liquidation. Its provisions include an increase in the minimum debt to support a creditor's petition for bankruptcy from £50 to £200; and under an amendment to the Bankruptcy Rules 1952, the deposits required on bankruptcy petitions were increased from £5 to £50 for debtors' petitions and from £7.50 to £90 for creditors' petitions. These changes have had a substantial effect on the number of bankruptcy petitions, and hence on the number of receiving orders, from the beginning of 1977.

There is considerable seasonal variation between quarters in the insolvency series, mainly because about 40 per cent of all receiving orders and about 80 per cent of all compulsory liquidations are dealt with by the High Court, which has fewer sittings in the third quarter compared with other quarters because of the long vacation. For receiving orders, the seasonal fall in the third quarter is made up mainly in the following first quarter. Compulsory liquidations are more strongly seasonal, with a large fall in the third quarter followed by a large rise in the fourth. Creditors' voluntary liquidations are not particularly seasonal but seasonally adjusted figures for them are included in table 1.

Some revisions have been made to all the seasonally adjusted series in table 1 to take account of the 1978 pattern.

Questions are often asked about the distribution of insolvencies by size or by region but it would be impracticable or very costly to compile statistics of this sort. There is no satisfactory measure of the size of an insolvency because a business tends to decline over a period and there are the problems of deciding for what time the size should be assessed and what measure should be used, and of obtaining this information retrospectively.

For regional statistics of bankruptcy, figures for receiving orders dealt with in the various courts provide some basis because cases are transferred to the court for the area in which the debtor lives or has his place of business. Annual figures for receiving orders analysed by court are given in the bankruptcy general annual report and quarterly figures so analysed are given in the *London Gazette*. Regional statistics of company liquidations cannot be obtained in this way, because of the large proportion of cases dealt with by the High Court. There is also the difficulty that, although the address of the company's registered office may be known, the activities of the company are often located elsewhere and often extend over a wide area.

Official what's what

Second edition of the Guide to Official Statistics

The second edition of 'the official what's what', has been produced by the Central Statistical Office. That was one name given to the Guide to Official Statistics when it first appeared in 1976.

Now the second edition (HMSO, £8.25) offers a complete update. There is detailed information on 2500 statistical sources covering nearly 800 topics. All official and important non-official publications offering statistics relevant to these subjects are listed in over 400 pages.

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An alphabetical index locates the occurrence of 3000 'key words' throughout the main part of the guide.

There is also a list of contact points in central government departments for further information.

Major award

The first edition of the guide became the first publication from a government department to win a coveted award from the Library Association – the Besterman medal 'for an outstanding bibliography or guide to the literature'.

Over 6000 copies were sold and it firmly established itself on library shelves all over the country as the definitive work on statistical sources.

The material for the guide is held on computer and has been updated continuously since the first edition was published – every important new publication or article of relevance fed in, described and indexed.

Thousands of separate amendments and additions have been made in maintaining this as a unique and indispensable guide for librarians, researchers and users of all kinds of official statistics. The Open University is currently considering adopting the second edition as a set book.

This major reference book is regarded as an important development in the service provided by government to potential users of its statistics. In addition it is seen as a significant contribution to the government's general aim of creating easier access to the information it produces.

OECD balances of payments

Main series of OECD member countries' balances of payments for the period 1960 to 1977 are brought together in 'Balances of payments of OECD countries, 1960-1977'. The book is in some respects a sequel to the OECD publication 'Statistics of balance of payments 1950-1961' issued in 1964.

The data published are derived from member countries' submissions to the organisation as well as from published sources. They reflect the data available to the balance of payments division at 1 November 1978.

'Balances of payments of OECD countries, 1960-1977' is available from HMSO, £6.30.

Machine tools sales and orders: January

The indices of sales and orders for January were adversely affected by the occurrence of unusually severe weather conditions and industrial disputes in the period. This presents problems for the analyst, not only because the January figure must be regarded as lower than it would otherwise have been by an amount difficult to specify but also because in the case of the trend figures supplied the indices for immediately preceding months are affected to a lesser extent.

In these circumstances, the seasonally adjusted figures are the more serviceable, and because of the general volatility of the various series attention is directed primarily to the quarterly figures rather than the monthly ones. These have been revised a little since their first publication last month. On this basis it may be seen that total sales in 1978 have kept fairly steady at about the same level as 1977. The January figures, taken on their own, are well below this level as might be expected. A better assessment will be possible when the February figures are available; these should reflect a carry-over of sales which would normally have occurred in January but have had to be held over to the later month. The more complete returns for January which should also be available at that stage will help as well. The separate series for home and overseas markets show that over the last year broadly similar patterns occurred in each, although the export side was at an appreciably lower absolute level.

The seasonally adjusted figures for total net new orders show a rising trend over the last three quarters of 1978. Even with the unusually high figures for December discounted to the October level, fourth quarter still shows a rise on third quarter. Again the patterns seem broadly similar in both the home and overseas markets with exports at a lower absolute level.

Inquiries: Department of Industry, Room 610, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 6044.

Table 1 **Trend and seasonally adjusted volume index numbers for metal-working machine tool industry – MLH332**

	Total			Home			Export		
	Orders on hand (end of period) 1975 average = 100	New orders (a) 1975 average monthly sales = 100	Sales	Orders on hand (end of period) 1975 average = 100	New orders (a) 1975 average monthly sales = 100	Sales	Orders on hand (end of period) 1975 average = 100	New orders (a) 1975 average monthly sales = 100	Sales
Ratio of orders on hand/ average monthly sales in 1975 (b)	8.2			7.2			9.6		
Trend estimates									
1976									
October	61	85	83	64	93	91	57	71	69
November	61	87	84	64	93	94	57	77	69
December	61	87	84	63	91	94	59	81	69
1977									
January	62	87	84	63	90	93	60	82	69
February	62	87	82	63	91	90	61	80	68
March	63	87	80	64	93	88	62	76	67
April	64	86	78	65	95	87	63	71	65
May	65	85	78	67	97	86	63	67	65
June	66	85	78	68	96	86	63	67	66
July	67	85	78	70	96	85	63	68	68
August	67	85	79	71	94	84	63	70	71
September	68	84	79	72	93	83	63	70	72
October	69	84	79	74	93	82	62	69	73
November	69	85	80	76	96	83	62	67	74
December	70	86	80	78	99	84	61	64	74
1978									
January	71	85	81	80	101	86	59	60	73
February	71	82	81	82	99	86	58	56	72
March	70	79	81	83	95	87	56	53	72
April	70	76	81	83	91	87	54	52	71
May	69	75	80	83	88	87	52	54	70
June	69	76	81	83	87	87	51	59	70
July	68	81	81	83	89	88	51	66	70
August	69	87	82	84	94	89	51	75	71
September	71	93	82	86	100	89	52	82	71
October	73	97	81	88	104	88	54	86	70
November	75	98	80	90	106	88	56	87	66
December	76	99	78	92	106	88	58	86	62
1979									
January	78	97	76	94	106	88	59	83	58
Percentage change (c) (d)									
October-January 1979	+7.5	+0.5	−6.0	+6.5	+2.5	−1.0	+9.5	−3.0	−17.0
Seasonally adjusted									
1975	74	60	100	73	64	100	75	53	100
1976	59	74	84	61	79	87	57	65	79
1977	70	87	80	77	96	86	61	72	70
1978	78	87	81	95	98	87	59	70	71
1977									
3rd qtr	67	82	79	72	90	84	62	70	70
4th qtr	70	86	80	77	97	84	61	68	73
1978									
1st qtr	70	83	81	83	100	87	55	56	73
2nd qtr	67	72	80	82	85	86	50	51	69
3rd qtr	70	90	82	85	97	89	52	80	71
4th qtr	78	104	81	95	112	88	59	91	70
1977									
April	63	78	79	64	85	88	63	66	67
May	65	89	75	67	102	82	63	68	65
June	66	93	83	69	109	92	63	67	68
July	67	87	79	70	95	88	64	74	65
August	67	80	77	71	93	83	63	60	67
September	67	80	80	72	83	81	62	75	79
October	68	86	78	74	94	80	62	75	76
November	70	85	74	76	94	77	62	70	71
December	70	86	86	77	104	95	61	58	72
1978									
January	70	84	80	80	102	85	59	55	73
February	71	91	81	82	106	88	59	68	72
March	70	74	82	83	93	88	55	44	74
April	71	83	75	85	97	78	54	59	72
May	69	65	84	83	73	94	52	52	69
June	67	68	79	82	84	86	50	43	68
July	69	91	80	84	98	86	51	81	72
August	68	79	83	83	88	92	50	66	70
September	70	100	82	85	105	88	52	92	73
October	73	101	78	88	108	88	55	89	63
November	73	85	86	88	87	87	55	80	84
December	78	127	79	95	140	89	59	106	61
1979									
January	79	75	69	94	83	87	61	62	42
1979 (AV) November-January	77	96	78	92	104	88	58	83	63
1978 (AV) August-October	71	93	81	86	100	90	53	82	69
Percentage change (c) (d)	+8.0	+2.5	−4.0	+6.5	+3.5	−2.0	+10.5	+0.5	−8.5

(a) Net of cancellations. (b) This ratio shows the number of months' work in the order book in the base year at the then average rate of sales. (c) For orders on hand the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period. (d) The percentage changes have been based on the unrounded values.

Consumers' expenditure: first quarter 1979

Preliminary estimates indicate that in the first quarter of 1979 the volume of consumers' expenditure (revalued at 1975 prices and seasonally adjusted) was about £16,850 million, an increase of ½ per cent over the fourth quarter of 1978.

Between the fourth quarter of 1978 and the first quarter of 1979 retail sales generally fell back slightly with the exception of food and radio and electrical goods. There were substantial increases in consumers' expenditure on fuel and light and on wines and spirits, but there was a sharp decrease in expenditure on beer.

Cost indices for the aerospace and radio, radar and electronic capital goods industries

February's cost indices are given below. An explanation of the compilation of the indices was given in *Trade and Industry*, 8 December 1978, page 544.

Cost indices for the aerospace and radio, radar and electronic capital goods industries (MLH 383 and 367 respectively) 1975 = 100

	1978									1979	
	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb
1 BOUGHT OUT FINISHED GOODS PURCHASED BY		p	p	p	p	p	p	p	p	p	p
Aerospace industry	151.0	152.0	154.8	155.3	155.6	157.0	159.9	160.3	162.2	162.1	165.0
Airframe sector	149.6	150.1	151.7	152.2	152.6	154.3	157.8	158.4	160.4	160.6	163.5
Aero-engine and aero-engine parts sector	152.3	153.8	157.4	158.1	158.3	159.4	161.8	162.1	163.9	163.6	166.3
Aero-engine parts sector	152.3	153.9	157.2	158.5	158.7	159.6	161.3	161.8	163.1	163.2	166.7
Aircraft components sector	149.3	149.9	151.5	152.3	152.7	154.2	157.2	157.6	159.5	159.7	163.0
2 OTHER MATERIALS PURCHASED BY											p
Aerospace industry	150.8	151.7	153.0	154.0	154.7	156.0	157.3	158.6	159.9	161.4	163.2
Airframe sector	153.1	153.7	155.2	156.1	156.7	157.8	158.7	159.8	161.4	162.6	164.0
Aero-engine and aero-engine parts sector	150.4	151.1	152.6	153.8	154.6	156.4	158.2	159.9	161.6	163.3	165.7
Aero-engine parts sector	149.7	150.9	152.0	153.3	154.2	155.4	156.6	157.8	159.1	160.5	162.2
Aircraft components sector	151.0	152.3	153.2	154.2	154.7	155.8	156.8	157.8	158.6	159.8	161.3
3 ALL PURCHASES OF GOODS BY		p	p	p	p	p	p	p	p	p	p
Aerospace industry	150.8	151.9	154.1	154.8	155.3	156.6	158.9	159.5	161.3	161.8	164.3
Airframe sector	150.6	151.4	153.0	153.6	154.1	155.5	158.1	158.9	160.8	161.4	163.7
Aero-engine and aero-engine parts sector	151.7	153.1	156.1	156.9	157.3	158.5	160.8	161.5	163.3	163.5	166.1
Aero-engine parts sector	151.4	152.7	155.1	156.4	156.9	157.9	159.4	160.2	161.5	162.2	164.9
Aircraft components sector	150.3	151.6	152.7	153.6	154.1	155.3	156.9	157.7	158.8	159.8	161.9
Radio, radar and electronic capital goods industry	149.5	150.6	151.8	152.5	152.8	154.2	156.5	157.6	158.7	159.8	p 162.4
4 SALARIES AND GENERAL EXPENSES		p	p	p	p	p	p	p	p	p	p
Aerospace industry	149.5	149.3	151.4	151.4	151.6	153.3	159.0	158.8	161.9	160.9	164.6
Airframe sector	148.2	148.1	150.1	150.1	150.3	152.0	157.2	157.0	160.1	159.2	162.8
Aero-engine and aero-engine parts sector	151.0	150.8	152.9	153.0	153.2	154.3	160.9	160.8	163.8	162.8	166.5
Aero-engine parts sector	152.2	152.1	154.1	154.3	154.6	156.3	162.4	162.4	165.4	164.6	168.2
Aircraft components sector	150.1	150.0	152.1	152.1	152.2	154.0	160.1	159.9	163.1	162.0	165.8
Radio, radar and electronic capital goods industry	153.0	152.9	155.0	155.0	155.1	157.1	162.7	162.6	166.0	164.6	p 168.8
5 HOURLY EARNINGS OF ADULT MANUAL WORKERS								p	p	p	p
Aerospace industry	138.4	137.7	140.5	140.3	140.4	142.7	145.9	145.2	149.2	146.8	151.6
Radio, radar and electronic capital goods industry	143.0	145.7	148.1	146.9	144.9	146.8	151.5	153.1	153.3	153.1	p 155.9
6 COMBINED COSTS		p	p	p	p	p	p	p	p	p	p
Aerospace industry	148.2	148.6	150.8	151.2	151.4	153.0	156.5	156.8	159.4	158.8	162.2
Airframe sector	147.9	148.2	150.0	150.3	150.6	152.2	155.8	156.2	158.8	158.4	161.5
Aero-engine and aero-engine parts sector	149.0	149.6	152.2	152.6	152.9	154.4	157.8	158.2	160.8	160.2	163.5
Aero-engine parts sector	148.8	149.2	151.5	152.1	152.5	153.9	157.2	157.6	160.0	159.6	163.0
Aircraft components sector	147.3	147.6	149.4	149.7	149.9	151.5	155.2	155.5	158.1	157.5	160.9
Radio, radar and electronic capital goods industry	149.9	150.7	152.5	152.6	152.5	154.2	158.2	158.9	160.7	160.7	p 163.9

Definitive information on earnings for both manual and administrative, technical and clerical (ATC) workers for the aerospace industry is available only for certain months of the year – manual earnings information is available for April and October each year, ATC salaries information is available for April of each year.

Revisions to series brought about as a result of ATC salaries information becoming available will be shown in the article to be published on 7 December and will affect indices from May last year up to and including those of August.

Revisions to series incorporated as a result of manual earnings information from the October survey are published in the April articles and these affect series from the preceeding November up to and including December. The results obtained from the April aerospace survey will affect indices from last November up to and including June and will be shown in the article published on 5 October.

The indices for wages and salaries for the radio, radar and electronic capital goods industry are based entirely on information relating to average earnings in the electrical engineering industry and all the manufacturing industries respectively.

The cost index tables previously D1-D5 and D7 have been redesignated sections 1 to 6 in the table.

The indices of combined costs are based on the assumption of no change in productivity.

p = Provisional

Carpet industry sales in January

The daily rate of carpet manufacturer's sales by value in January 1979 at current prices was provisionally estimated to have been 28 per cent less than in January 1978 assuming 22 working days in January 1979 and 21 working days in January 1978. In the three months ended January 1979 the daily rate of manufacturers' sales was provisionally estimated to have been 1 per cent less than in the corresponding period 12 months ago assuming 63 working days in both periods. The index numbers, which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The wholesale price index of carpets is shown as a guide to the movement in prices.

Inquiries: 01-212 0017.

Index of carpet manufacturers' sales 1975 = 100

	Index of manufacturers' sales at current prices	Wholesale price index
1974	89	86.7
1975	100	100.0
1976	114	115.7
1977	127	134.7
1978	142	149.7
1977		
4th	145	139.2
1978		
1st qtr	134	145.8
2nd	139	147.0
3rd	135	151.7
4th	159	154.3
1977		
October	145	139.0
November	147	139.0
December	142	139.5
1978		
January	125	144.2
October	159	154.3
November	159	154.3
December	159	154.4
1979		
January	91	156.5

Bricks and cement production: March

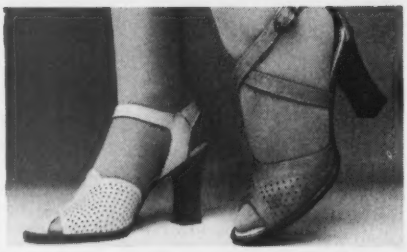
According to provisional figures collected by the Business Statistics Office on behalf of the Department of the Environment, brick production in Great Britain in March was 425 millions and deliveries 411 millions, while stocks rose from 759 millions to 773 millions, representing about eight weeks' current production.

Brick production (seasonally adjusted and allowing for working day variations) in the three months January to March was 8 per cent lower than in the previous three months, October to December 1978, and 7 per cent lower than in the corresponding period a year earlier, January to March 1978. Deliveries were down by 22 per cent on the previous three months and 12 per cent on a year earlier.

Cement deliveries in the United Kingdom averaged 278 thousand tonnes per week during March and clinker production averaged 276 thousand tonnes in the same period.

Footwear industry: orders, deliveries and stocks in January

In the three months ended January 1979 deliveries in the footwear industry were estimated to be 3 per cent lower on a seasonally adjusted pairage basis than in the three months ended October 1978. Net new orders were 9 per cent higher than in the previous three months, while at the end of January orders-on-hand were 6 per cent lower than those in October 1978. The index of output in the three months ended December 1978 was 4 per cent lower than in the three months ended September 1978.



Index of output: orders on hand, new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

	Index of output 1975 = 100	Orders-on-hand (end period)		Net new orders			Deliveries			Stocks (end period)
		Million pairs	£m	Million pairs		£m	Million pairs		£m	Million pairs
1966		33.6					16.4			
1967		37.8		16.5			16.1			
1968		41.6		17.3			17.0			
1969		34.6		15.9			16.5			
1970		38.9		16.6			16.2			
1971		32.5	55.7	15.7			16.2		23.8	19.4
1972		29.5	59.6	15.2		24.8	15.4		24.5	18.5
1973	107	46.2	85.2	17.1		30.5	15.7		28.4	16.5
1974	105	44.3	79.5	14.3		30.9	14.4		31.3	18.0
1975	100	38.8	91.8	13.2		36.2	13.7		35.1	15.8
1976	99	46.8	132.9	13.7		42.8	13.1		39.4	14.4
1977	104	44.4	141.2	13.1		48.8	13.3		48.1	16.0
1978 p	103	47.5	169.8	13.3		56.6	13.3		54.2	18.5
	Season-ally adjusted	Actual	Actual	Actual	Season-ally adjusted	Actual	Actual	Season-ally adjusted	Actual	Actual
1976 1st qtr	99	42.7	89.4	14.6	13.5	39.1	13.4	13.0	39.9	19.0
2nd	98	46.2	107.3	12.6	13.0	40.1	11.5	12.4	34.2	20.9
3rd	98	36.8	89.7	10.0	12.0	34.8	13.1	12.9	40.6	17.2
4th	100	46.8	132.9	17.6	16.2	57.3	14.3	13.8	42.9	14.4
1977 1st qtr	104	56.9	139.5	17.0	15.6	50.7	13.6	13.4	48.5	14.7
2nd	105	56.2	151.7	12.3	12.2	47.1	12.5	13.5	43.0	17.2
3rd	103	47.4	110.0	10.3	12.9	35.7	13.3	13.1	49.5	14.1
4th	105	44.4	141.2	12.7	12.5	61.7	13.7	13.4	51.3	16.0
1978 1st qtr	100	60.8	156.3	18.5	16.8	58.7	13.0	12.7	53.6	17.2
2nd p	103	65.7	178.2	14.1	14.4	57.3	12.4	13.5	50.0	21.2
3rd p	106	50.0	144.7	8.1	9.3	45.2	13.3	13.4	56.3	17.9
4th p	102	47.5	169.8	12.5	11.6	65.4	13.3	12.9	57.1	17.6
1976 January	103	39.0	88.4	13.4	13.9	34.2	13.2	14.0	37.6	
February	98	40.1	89.5	14.1	13.0	40.4	13.0	12.7	39.3	
March	95	42.7	89.4	16.5	12.7	42.6	13.9	12.4	42.7	
April	98	43.1	94.2	11.9	10.3	39.2	11.6	12.4	34.4	
May	101	47.8	108.1	15.8	14.5	46.9	11.1	12.3	32.9	
June	96	46.2	107.3	10.2	14.1	34.3	11.8	12.4	35.2	
July	96	40.7	90.6	6.3	11.1	20.3	11.8	12.5	36.9	
August	97	38.0	87.8	8.7	12.1	33.7	11.4	12.3	36.5	
September	100	36.8	89.7	15.0	12.9	50.3	16.2	13.8	48.4	
October	100	44.9	111.7	23.7	18.2	67.7	15.6	13.7	45.7	
November	99	45.8	125.9	15.6	14.0	59.1	14.6	13.1	44.8	
December	103	46.8	132.9	13.6	16.3	45.0	12.6	14.7	38.1	
1977 January	102	51.1	132.5	16.1	17.6	40.9	11.7	13.0	41.3	
February	104	53.5	135.5	16.2	14.9	52.1	13.8	13.5	49.0	
March	105	56.9	139.5	18.8	14.3	59.1	15.4	13.8	55.2	
April	101	59.1	151.0	14.0	12.8	51.3	11.7	13.2	39.7	
May	112	61.2	161.4	15.5	13.4	55.5	13.4	14.2	45.1	
June	104	56.2	151.7	7.3	10.4	34.6	12.4	13.1	44.3	
July	99	53.5	135.1	9.0	17.0	25.5	11.7	13.0	42.1	
August	106	47.0	123.4	6.4	8.6	36.4	12.9	13.4	48.0	
September	103	47.4	110.0	15.6	13.2	45.1	15.3	13.0	58.4	
October	105	44.3	127.9	12.1	9.3	74.1	15.2	13.3	56.2	
November	106	41.0	133.9	11.5	10.4	61.3	14.7	13.2	55.3	
December	104	44.4	141.2	14.6	17.9	49.8	11.3	13.7	42.5	
1978 January	100	54.5	140.2	22.2	23.0	47.8	12.1	12.8	48.7	
February	99	55.6	141.9	14.0	12.9	55.1	12.9	12.6	53.4	
March	102	60.8	156.3	19.2	14.6	73.2	14.1	12.6	58.7	
April p	105	56.8	164.7	8.2	7.9	57.0	12.1	14.4	48.6	
May p	100	67.0	185.5	22.1	18.3	69.8	12.0	12.1	49.0	
June p	105	65.7	178.2	12.0	17.0	45.2	13.2	13.9	52.5	
July p	105	55.5	151.8	1.7	3.2	23.7	11.9	13.4	50.1	
August p	112	52.3	145.7	10.5	14.0	51.3	13.6	14.1	57.4	
September p	101	50.0	144.7	12.2	10.7	60.5	14.5	12.8	61.5	
October p	104	47.8	153.4	12.9	9.4	75.1	15.1	12.6	66.5	
November p	101	49.7	173.5	16.7	15.4	80.1	14.8	13.3	60.0	
December p	100	47.5	169.8	7.9	10.0	41.0	10.1	12.9	44.7	
1979 January	94	50.5	161.3	14.5	14.6	50.3	12.2	12.3	55.0	

[1] Based on early returns, seasonally adjusted deliveries in January are expected to be 12½ million pairs (unadjusted deliveries 14 million pairs). p Provisional.

Detailed breakdown

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumers' expenditure, prices and employment is published in the Business Monitor production series under the reference PQ 450.

The index of output is calculated from the value of total sales and work done by firms classified to the footwear industry (minimum list heading 450 of the standard industrial classification). In using the index numbers, it should be borne in mind that when price increases are large, the various problems associated with constructing a constant price value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

Data on pairage

The data on pairage and value relate to complete footwear only sold by manufacturers classified to MLH 450 and to other industries (eg rubber) in the SIC, employing 25 or more persons.

Inquiries: 01-212 6787.

Regional selective assistance

The tables below show, on a regional basis, the number and value of applications received and offers made under section 7 of the Industry Act during January and February 1979.

Inquiries: 01-212 0364.

Region	Applications		Offers	
	No. of projects	Value (£'000)	No. of projects	Value (£'000)
January 1979				
Scotland	21	7 755	18	1 453
Wales	19	3 089	24	1 703
Northern	11	5 202	5	3 613
North west	33	6 201	30	2 337
Yorkshire and Humberside	10	1 590	21	2 733
South west	7	6 947	4	567
East Midlands	3	876	6	91
West Midlands	—	—	—	—
Total	104	32 670	108	12 497
February 1979				
Scotland	15	4 308	6	831
Wales	21	5 725	15	906
Northern	15	3 399	11	984
North west	37	10 288	18	3 135
Yorkshire and Humberside	19	4 024	15	603
South west	4	1 343	3	339
East Midlands	3	1 087	4	120
West Midlands	—	—	—	—
Total	114	30 175	72	4 118

Motor vehicle production in March

Cars

Seasonally adjusted production of 110 000 was 8 per cent above the average for 1978.

Recorded production in the first quarter of 1979 was 9 per cent below that in the corresponding period of last year. Production for export fell by 20 per cent while production for the home market fell by 2 per cent.

Commercial vehicles

Seasonally adjusted production of 40 300 units was 26 per cent above the 1978 average.

In the first quarter of 1979, recorded commercial vehicle production was 16 per cent higher than in the same period of last year. Production for export fell by 1 per cent while that for the home market rose by 30 per cent.

Inquiries: 01-212 0788.

Table 1 **Car and commercial vehicle production**

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery-operated road vehicles are excluded.

	No of weeks	Passenger cars (including taxis)				Commercial road vehicles			
		For home market	For export	Totals	Weekly average	For home market	For export	Totals	Weekly average
1969	53	892 758	824 315	1 717 073	32 398	272 998	192 778	465 776	8 788
1970	52	918 109	722 857	1 640 966	31 557	267 407	190 125	457 532	8 799
1971	52	1 027 462	714 478	1 741 940	33 499	268 278	187 928	456 206	8 773
1972	52	1 307 881	613 430	1 921 311	36 948	272 649	135 470	408 119	7 848
1973	52	1 142 216	605 105	1 747 321	33 602	257 574	159 049	416 623	8 012
1974	52	937 932	596 187	1 534 119	29 502	232 373	170 193	402 566	7 742
1975	52	735 532	532 164	1 267 696	24 379	194 319	186 386	380 705	7 321
1976	53	768 481	564 968	1 333 449	25 159	182 554	189 503	372 057	7 020
1977	52	753 195	562 777	1 315 972	25 307	201 445	196 823	398 268	7 659
1978	52	728 370	494 579	1 222 949	23 518	215 550	168 968	384 518	7 395
1979	52								
1978									
January	4	67 488	43 961	111 449	27 862	16 396	14 717	31 113	7 778
February	4	65 029	42 883	107 912	26 978	15 699	14 959	30 658	7 665
March	5	78 044	61 086	139 130	27 826	22 854	19 057	41 911	8 382
April	4	68 388	50 721	119 109	29 777	18 802	16 169	34 971	8 743
May	4	76 240	45 363	121 603	30 401	20 824	16 990	37 814	9 454
June	5	79 262	42 848	122 110	24 422	22 318	17 163	39 481	7 896
July	4	40 644	24 273	64 917	16 229	15 209	12 032	27 241	6 810
August	4	51 205	37 669	88 874	22 219	12 160	9 057	21 217	5 304
September	5	68 540	38 950	107 490	21 498	20 243	13 531	33 774	6 755
October	4	42 418	36 836	79 254	19 814	15 967	10 331	26 298	6 575
November	4	29 216	28 305	57 521	14 380	13 548	10 757	24 305	6 076
December	5	61 896	41 684	103 580	20 716	21 530	14 205	35 735	7 147
1979									
January	4	58 744	33 533	92 277	23 069	20 636	11 401	32 037	8 009
February	4	61 233	38 560	99 793	24 948	21 909	15 565	37 474	9 369
March	5	86 412	46 882	133 294	26 659	29 046	21 341	50 387	10 077
Cumulative:									
Jan-Mar 78		210 561	147 930	358 491	27 576	54 949	48 733	103 682	7 976
Jan-Mar 79		206 389	118 975	325 364	25 028	71 591	48 307	119 898	9 223
Percentage change		−2	−20	−9		+30	−1	+16	

Note: From January 1978, Land-Rover estate vehicles were recorded as commercial vehicles rather than as passenger cars. Figures for 1977 were revised on to this basis. The number of these vehicles in 1977 was 11 848.

Table 2 **Production seasonally adjusted**

Monthly average — Thousands

	Passenger cars			Commercial vehicles		
	For home market	For export	Total	For home market	For export	Total
1969	74	69	143	22.7	16.1	38.8
1970	77	60	137	22.3	15.8	38.1
1971	86	59	145	22.3	15.7	38.0
1972	109	51	160	22.7	11.3	34.0
1973	95	51	146	21.5	13.2	34.7
1974	78	50	128	19.4	14.2	33.6
1975	61	45	106	16.2	15.5	31.7
1976	64	47	111	15.2	15.8	31.0
1977	63	47	110	16.8	16.4	33.2
1978	61	41	102	18.0	14.1	32.1
1979						
1978						
January	66	45	111	17.6	15.8	33.4
February	69	43	112	15.7	15.0	30.7
March	69	52	121	19.2	16.2	35.4
April	69	48	117	19.7	16.3	36.0
May	64	40	104	19.7	14.9	34.6
June	70	38	108	19.9	14.4	34.3
July	59	37	96	19.2	14.3	33.5
August	65	50	115	17.3	14.0	31.3
September	68	39	107	18.9	13.2	32.1
October	46	37	83	15.4	10.8	26.2
November	28	27	55	12.8	11.6	24.4
December	57	38	95	20.2	12.3	32.5
1979						
January	58	35	93	22.2	12.3	34.5
February	65	39	104	22.1	15.6	37.7
March	72	38	110	23.1	17.2	40.3

Notes to table 2: The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (eg holidays) but the figures still reflect the effect of factors that do not recur regularly (eg strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and the previous three months give a more reliable guide to recent changes.

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New companies registered in Northern Ireland in February

The number of companies registered in Northern Ireland in February and nominal capital are as follows:

	February 1979	January to February 1979	February 1979
Public companies limited by shares	1	1	—
Private companies limited by shares	61	100	64
Private unlimited companies	1	—	—
Public companies limited by guarantee not having a share capital	—	—	—
Private companies limited by guarantee not having a share capital	—	—	—
Private companies limited by guarantee having a share capital	—	1	—
Total nominal capital of companies incorporated	£2 768 831.45	£6 096 137.45	£2 355 418

Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the registrar was noted 'licences of right' in respect of the following patents on the date specified:

6 April 1979

1061653 Matsushita Electric Industrial Co Ltd
Superbroad bandwidth cathode-ray tube device
1104383 Matsushita Electric Industrial Co Ltd
Piezoelectric ceramic resonator devices
1122720 Matsushita Electric Industrial Co Ltd
Semi-automatic pop-up toaster
1145395 Matsushita Electric Industrial Co Ltd
Welding electrodes
1186338 Matsushita Electric Industrial Co Ltd
Adapters for automatic record changers
1233594 Matsushita Electric Industrial Co Ltd
Tuning indicator device for a television receiver
1250555 Matsushita Electric Industrial Co Ltd
Colour facsimile system
1251453 Matsushita Electric Industrial Co Ltd
Degaussing device
1273360 Matsushita Electric Industrial Co Ltd
Colour reproduction system
1309561 Matsushita Electric Industrial Co Ltd
Automatic lathe
1310586 Matsushita Electric Industrial Co Ltd
Speed detection and control
1312334 Matsushita Electric Industrial Co Ltd
Magnetic recording and reproducing device
1349970 Matsushita Electric Industrial Co Ltd
A radiant gas burner
1352772 Matsushita Electric Industrial Co Ltd
Colour television signal reproducing system
1372806 Matsushita Electric Industrial Co Ltd
Exhaust gas purifying apparatus
1384817 Matsushita Electric Industrial Co Ltd
Apparatus for the optical recording and playback of audio signals
1398612 Matsushita Electric Industrial Co Ltd
Contactless switch
1400886 Matsushita Electric Industrial Co Ltd
Heat-sensitive two colour recording paper
1404083 Matsushita Electric Industrial Co Ltd
Magnetic recording and reproducing apparatus
1441470 Societa Italiana Resine SIR SpA
Preparation of ethylene oxide
1454840 Societa Italiana Resine SIR SpA
Improvements in condensers for multistage flash evaporators for saline water
1454868 Societa Italiana Resine SIR SpA
Multistage flash evaporator for producing soft water from a saline water
1464800 Societa Italiana Resine SIR SpA
Unsaturated esters of polyepoxides and hardened products made therefrom
1488171 Societa Italiana Resine SIR SpA
Polymerisation of formaldehyde and polyoxymethylene obtained thereby
1488819 Societa Italiana Resine SIR SpA
Stabilisation of acetal polymers
1488820 Societa Italiana Resine SIR SpA
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Exhibitors' 1978 quota returns analysed

The Films Acts 1960 to 1970 require all exhibitors to make returns and provide that cinemas must show at least the prescribed percentage of quota films. For 1978, the standard quotas were 30 per cent for films shown as first features and 25 per cent for films shown in the supporting programme.

Returns of films exhibited in 1978 have now been examined by the Department of Trade. Of the 1288 cinema screens whose returns were analysed, 66 had reduced quotas ranging from 12.5 per cent to 25 per cent for first feature films, and 49 of these also had reduced quotas ranging from 12 per cent to 20.5 per cent for supporting programmes. Thus the average prescribed quotas for all cinemas were 29.4 per cent for first features and 24.7 per cent for supporting programmes.

The proportion of total programme time for which quota films were exhibited was 33.2 per cent (1977: 37.1 per cent) for first features and 49.2 per cent (46.5 per cent) for supporting programmes. 71.5 per cent (89 per cent) of the screens achieved or exceeded their first feature quota and 98 per cent (98 per cent) their supporting programme quota.

In 1978, 111 quota films (50 British and 61 community) of more than 72 minutes playing time were registered compared with 126 (42 and 84) in 1977.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972 during the week ended Friday, 27 April 1979.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Electric Eskimo	BR/E 40011/28/4/84	57	23 April	Children's Film Foundation Ltd	Monument Films Ltd
A Little Peace Of London	BR/E 40015/28/4/84	10	24 April	United Artists Corporation Ltd	Dawn Film Productions Ltd
A Hitch In Time	BR/E 40016/28/4/84	57	25 April	Children's Film Foundation Ltd	Eyeline Films Ltd
Movietone News 2603	BR/E 39844/28/4/84	8	27 April	British Movetonews Ltd	British Movietonews Ltd
FOREIGN					
Happy Hooker Goes To Washington	F 40012	70	23 April	Cinecenta Film Distributors Ltd	Cannon Group Inc, New York
The Wiz	F 40013	136	24 April	Cinema International Corporation (UK)	Universal Pictures, California
Comes A Horseman	F 40014	118	24 April	United Artists Corporation Ltd	Chartoff-Winkler Productions Inc, California
Autobiography Of A Princess	F 40017	59	25 April	Contemporary Films Ltd	Merchant Ivory Productions Ltd
Wifemistress	F 40018	106	25 April	Columbia-EMI-Warner Distributors Ltd	Vidos Cinematografica SpA and Via Concesio KM18, Rome
The Shape Of Things To Come	F 40019	98	27 April	Barber Dann Films Ltd	SOTTC Film Productions Ltd, Ontario

AMENDMENT TO THE REGISTER

The registration number of the film 'Germany In Autumn', registered on 8 January, has been amended to EC 39886/14/1/84 and the makers name to Pro-Ject Filmproduktion Im Filverlag Der Autoren, Hallelujah-Film GmbH and Co and Kairos-Film Alexander Kluge, Munich.

NOTES

The makers name of the film 'A Fantasy For Real', BR/E 39906/28/1/84, registered on 26 January, should have read Snasdell Productions.

The quota life of the film 'Charlie One Eye' (BR/E 37787/17/11/79) has been extended to 22 November 1980 by a direction under section 2(2a) of the Films Act 1960 as inserted by section 10(1) of the Films Act 1970.

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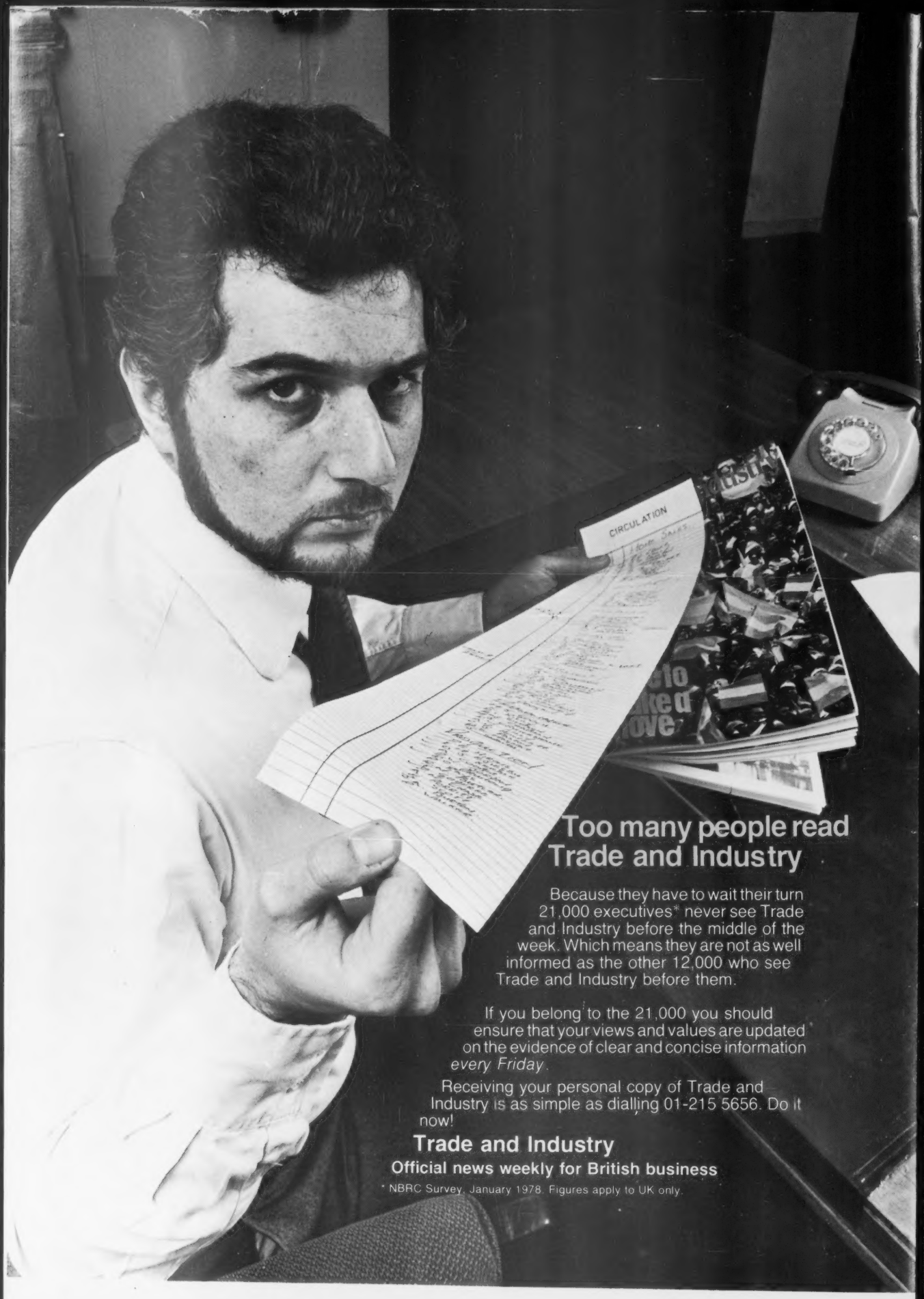

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